FREIGHT TRAFFIC ISSUE

Do Railroads Sell 'Competitively'? —p. 35

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July 27, 1959

RAILWAY AGE *weekly*

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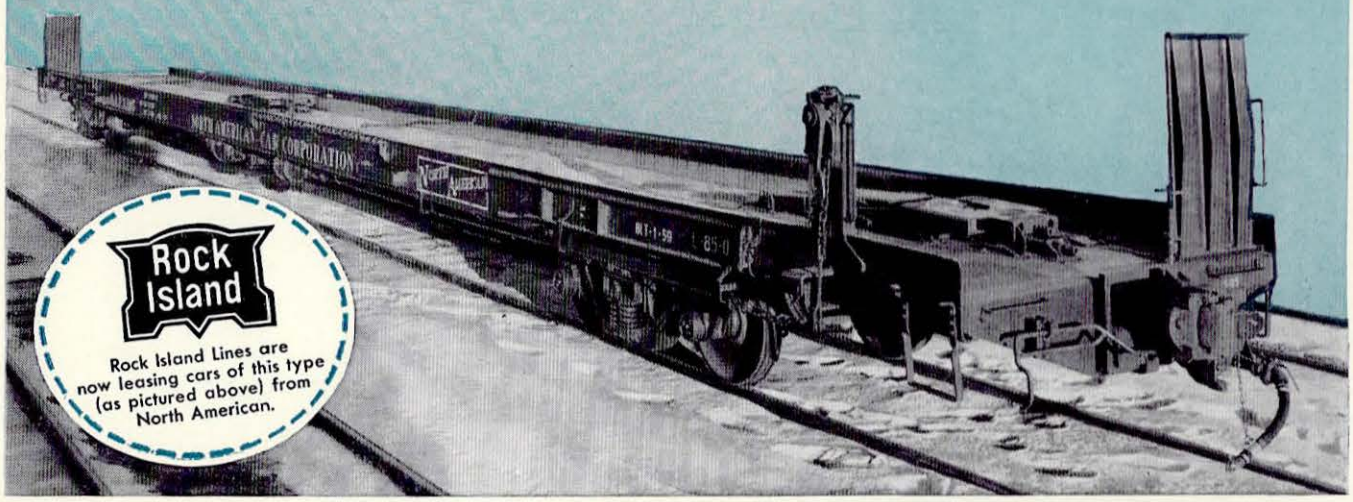

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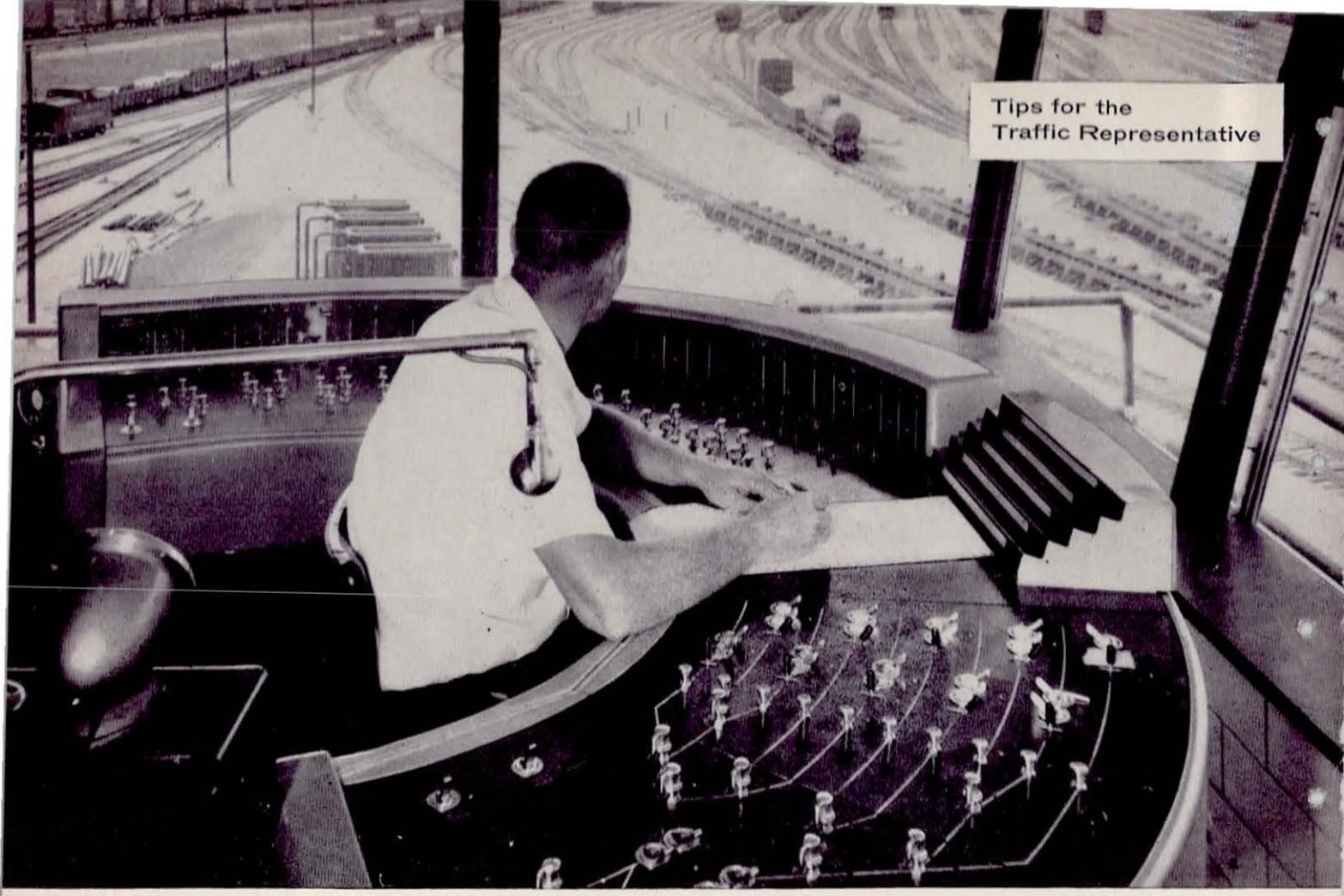

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RAILWAY AGE *weekly* July 27, 1959 • Vol. 147, No. 4

Week at a Glance

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Three-man crews for freights? ..... p. 9

A Canadian conciliation board, after studying a dispute between the Quebec North Shore & Labrador and its trainmen, has recommended the gradual abolition of rear brakemen on QNS&L's ore trains. Admittedly a special case because it has complete CTC, train radio and roller bearings, QNS&L may yet set a precedent, some think.

Cover Story—How Wabash gives whistle stop service p.13

The railroad pruned its branch-line operations some time ago. What remains is proof that feeder-line railroading can be made to pay.

Cover Story—Do railroads sell competitively? p.35

Shipper opinion on the question, according to this month's Traffic Poll, is split almost squarely down the middle. Some shippers note an improvement, but see a need for better training and more top-level guidance.

Here's how to handle cars p.39

Efficient shipper use of freight cars is neither mysterious nor difficult. It depends, of course, on whether the shipper has the right ingredients and uses them in the right way.

Stops boost car performance p.42

Restraining journal movement in the box goes hand-in-hand with good bearing performance, contends Wilson Car Lines. The company offers some significant evidence to substantiate its claim.

More lawyers as presidents p.62

Most railroad chief executives have risen to the top through the engineering-operating side. Today, however, many of them are coming from the ranks of law. The fact that chief executives are chosen from widely differing backgrounds leads logically to the conclusion that it is the capacity of the man himself, not his specialization in any particular field, which moves him to the forefront.

War-readiness: ICC view p.78

Nine proposals, made by the ICC at House hearings on emergency readiness of the transportation system, call for impartial regulation of all transport, mechanized railroading, elimination of duplicate facilities and standardized equipment, as well as an increased freight-car fleet.

"We began Flexi-Van shipments from our Springfield, Mass., plant to Chicago as soon as service was started," says President Edward J. Breck of John H. Breck Inc. "Our three Shampoos, Banish, Creme Rinse and many other hair preparations are in glass bottles; a rough ride could be trouble. So we decided to check the smoothness of Flexi-Van. We sealed an impact recorder in one van. It showed so little movement we thought at first the recorder was broken."

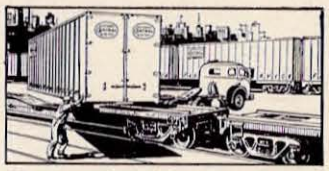
Philip L. Sherman, Breck Traffic Manager (right), frequently checks random shipments. The impact recorder he is showing Mr. Breck fits in any carton, can be carried in any part of the van where impact must be measured.

In addition to smooth shipping for glass-packaged Breck Preparations, Traffic Manager Sherman uses Flexi-Van for speed. He gets second-morning delivery in Chicago, has been able to cut shipping expenses to Chicago about 30%.

Edward J. Breck says:

"We ship Breck Hair Preparations by FLEXI-VAN— so smoothly it fooled our 'bump recorder'"

Your freight is loaded, locked in under your supervision.



Van boards freight at trackside. Transfer time, 4 minutes.

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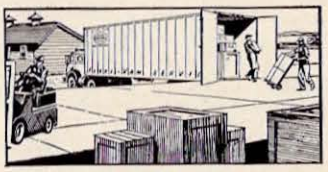

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Week at a Glance CONT.

Current Statistics

Operating revenue	
5 mos., 1959	$4,126,075,254
5 mos., 1958	3,743,065,625
Operating expenses	
5 mos., 1959	3,229,846,917
5 mos., 1958	3,105,437,309
Taxes	
5 mos., 1959	438,663,308
5 mos., 1958	349,275,298
Net railway operating income	
5 mos., 1959	324,696,605
5 mos., 1958	166,173,746
Net income, estimated	
5 mos., 1959	247,000,000
5 mos., 1958	75,000,000
Average price railroad stocks	
July 21, 1959	111.40
July 22, 1958	85.35
Carloadings revenue freight	
Twenty-eight wks., '59	17,281,263
Twenty-eight wks., '58	15,256,027
Freight Cars on order	
July 1, 1959	40,973
July 1, 1958	27,757
Freight cars delivered	
6 mos., 1959	18,272
6 mos., 1958	29,545

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REA plans incentive rates p.79

Revision of its basic rate structure is a major part of the Agency's plan for putting its operations back in the black, President Johnson has told the ICC.

Featherbedding proof offered p.80

Detailed featherbedding studies documenting the AAR position on the make-work issue have been made. The railroads are prepared to show them to any qualified public group appointed to study the problem.

The Action Page—Unfair to smaller communities? p.84

In some cases wherein shippers in smaller communities seek rate "parity" with larger places, it could benefit railroads to make concessions. But railroads are no longer in a position to charge their customers what they can "afford" to pay.

Short and Significant

The steel strike cost the railroads . . .

approximately 87,000 carloads of freight during the first three days of the shutdown, it's estimated. During the last big steel strike, in 1956, the industry lost an estimated 150,000 cars a week in steel and related traffic.

C&O has joined the ranks . . .

of roads offering first-class accommodations on coach tickets. Beginning August 1, roomettes will be sold to coach passengers on the "Sportsman" between Detroit and Charlottesville, Va. With a price range for the space of $8.50 to $12.80, C&O compares its new offering to hotel rates.

Fishyback-piggyback movement . . .

of canned pineapple from Honolulu to Chicago in two aluminum containers recently proved so successful that Santa Fe plans to get together with Matson Navigation Co., which handled the experimental haul, and with American President Lines to continue and expand such movements, according to Leo C. Hudson, freight traffic manager of the Santa Fe. The test shipment moved in containers 24 ft long, 8 ft wide and 8½ ft high (RA, June 22, p. 23).

International Flexi-Van service . . .

for trans-oceanic freight may be close, it's reported. At least one such shipment, involving two or more U. S. or Canadian railroads, a Pacific steamship line, and perhaps a Japanese railroad or truck line, is reportedly ready to roll sometime next month.

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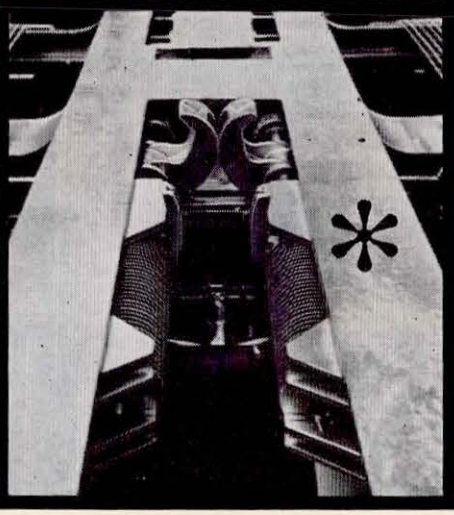

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Three-Man Crews for Freights?

► **The Story at a Glance: Is the rear brakeman actually needed on freight trains? A Canadian conciliation board has taken the position that he isn't, at least on ore trains of the fully up-to-date Quebec North Shore & Labrador.**

The majority report of the board recommends that QNS&L begin gradual removal of the rear brakeman under conditions similar to those applied in the case of locomotive firemen on Canadian roads.

Being fully equipped with CTC, train radio and roller-bearing cars, QNS&L is considered by management and union officers alike to be a unique case. But no one is denying that the board's report, coming as it does in a time of growing pressures to eliminate featherbedding, will be studied and restudied by U.S. railroads as negotiations progress this fall.

What probably is the continent's most productive common-carrier railroad from a physical standpoint has received a sizable boost in the direction of greater manpower productivity as well. Last week, the Quebec North Shore & Labrador was studying the report of a Canadian conciliation board which agreed that the company could do without rear brakemen (flagmen) on its ore trains.

If the QNS&L is able to implement the board's recommendation, its heavy ore trains will be operating with a three-man crew. The five-year-old railroad has from the beginning done without firemen.

Canadian and U. S. roads are watching the dispute with the Brotherhood of Railroad Trainmen with extreme interest. The ore road's successful operation without firemen played an important part in Canadian efforts to achieve gradual elimination of firemen on diesels in yard and road freight service. It's understood that both major Canadian roads have discussed in general terms the status of the flagman on trains operated in CTC territory.

The physical characteristics of the QNS&L are conducive, in the company's mind, to operation with only one man in the caboose—the conductor.

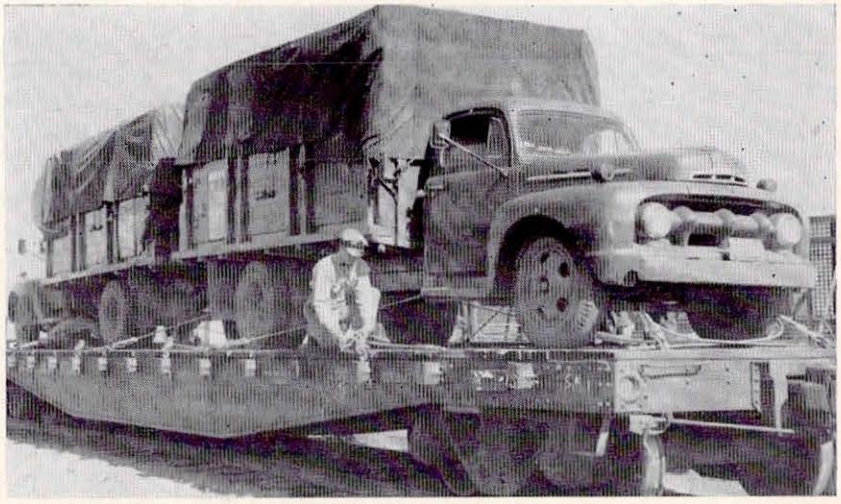
- Although technically a common-carrier, the QNS&L is really a one-purpose railroad. It was put into service in 1954 to haul ore from collection points in Labrador and Quebec to the St. Lawrence River some 357 miles south. This it does in 14,000-ton trains. Other traffic is relatively slight, only occasional supply trains.
- The entire railroad is governed by centralized traffic control. Siding-to-siding blocks prevent following moves. Under normal conditions, a dispatcher-controlled positive stop signal always is located between two trains moving in the same direction. Moreover, all trains are radio-equipped.
- All ore-carrying cars are equipped with roller bearings. QNS&L testified in the hearings that it had had one bearing failure in 400 million car-miles.

The recommendation comes from the two-man majority of the three-man board. Dissenter was A. W. Roebuck, the Brotherhood's representative, and dissenter on the board in the firemen's case in 1955. QNS&L employees were voting last week on whether or not to accept the recommendations of the board. Ballots were returnable by July 25.

"If the answer is yes, we'll try to sit down and work out our differences," BRT Vice-President F. A. Collin said. "If not, then there is the economic avenue." As with a U. S. presidential emergency board, the findings of a Canadian conciliation board are not binding.

The majority of the board recommended that through Sept. 11, 1960, which is the end of the period of dispute covered by the board's report, the agreement with the BRT should be revised "to enable the railroad, if in its judgment it deems proper, to operate ore trains only without a rear-end brakeman" subject to four conditions:

- No brakeman in service last June 15 should lose his job. For the rest of 1959, QNS&L must continue to use enough rear brakemen to give jobs to everyone on the roster.
- Only if and when all such brakemen are employed can the railroad reduce the consist of its crews.
- The railroad and the BRT must get together to study the results of three-man operation in comparison with four-man operation. The study must include the mater of productivity of the rear brakeman and the comparative efficiency and productivity of the



Small Trucks Travel Piggyback

Between Moncton, N. B., and Halifax, N. S., Canadian National is piggybacking loaded trucks. CNR believes the service is the first of its type anywhere. Hauled on a standard flat car, the trucks are loaded in one city with freight for delivery in another (RA, July 13, p. 7).

entire crew as well as the safety of crew members, the public and the equipment.

• When the contract now being negotiated expires, the whole question of the railroad's right to eliminate the rear brakeman, along with the results to date, should be submitted upon request by either party to a new conciliation board. This board "will be able to judge perhaps even better as to whether or not it is safe and efficient and productive, or both safe and efficient and productive, to operate an ore train without a rear-end brakeman." The decision of that board should be incorporated into the new agreement. In the event of "any serious failure or accident" which might occur because of the absence of the rear brakeman, the BRT could submit the matter to the board earlier.

The BRT had requested a 30% wage increase in the negotiations which led to the board's creation. The QNS&L offered instead 10% spread over two years. The majority of the board recommended 7% retroactive to September 1958 and an additional 10% effective July 1, 1959.

"We are of the opinion that a slight increase from the proposal of the railway will do something to compensate the remaining members of the crew who, no matter how slight, will find additional duties to perform with the dropping of the rear-end brakeman."

Rail officers pointed out last week that although operation without rear brakemen is entirely practical in many cases, the QNS&L's physical characteristics render it unique. Few, if any, U. S. roads, for instance, have districts over which crews operate through positive block signaling with trains of all roller-bearing cars.

One chief executive commented that U. S. roads haven't yet approached the problem of excess brakemen in areas where operating conditions warrant because they're more interested in eliminating an even less productive crew member—the fireman—first.

But while the fireman issue is a major part of the railroads' current campaign for revision of train-service working rules, the employment of excess numbers of brakemen has not escaped notice. In his Feb. 11 address announcing the campaign, AAR President Daniel P. Loomis pointed to "extra brakemen who handle no brakes" as a prime example of "make work."

SP Seeks to Abandon 233 Miles of Track

Line abandonments totaling 233 miles are being proposed to the ICC by Southern Pacific. Petitions were filed last week for discontinuance of 209 miles of track between El Paso, Texas, and Douglas, N. M., and 24 miles between Mescal and Benson Junction, Ariz. A long-range study shows that no economic justification exists for the lines, according to SP.

SP has, in effect, two parallel routes across eastern Arizona and New Mexico. It proposed to abandon a large part of the south route, but to retain connections to important traffic areas with the rest of it. The south route sees only a daily passenger train, the "Sunset Limited," and a tri-weekly freight train.

The "Sunset Limited" would be moved to the north route, which is being equipped with CTC.

Watching Washington *with Walter Taft*

• **ESCALATOR CLAUSES** now in effect could give railroad employees additional cost-of-living wage increases if new agreements are not signed in time to become effective November 1. The same clauses, of course, might also call for wage cuts.

THAT'S BECAUSE the present contracts are on the usual pattern of such agreements. Though made for specific terms, they have provisions to keep them in effect until successor contracts take over. This pattern embraces the escalator clauses.

THE PROSPECT of more escalator-clause adjustments, if new contracts are delayed, has been mentioned by union leaders. Informed management men say they're not sure but what that's right, but they emphasize that there are differences of opinion on the question.

THE ADJUSTMENTS are determined by the Bureau of Labor Statistics' cost-of-living index, and the September 1956 index of 117.1 is the base. Up or down adjustments of one cent per hour are required for each half-point change from that base figure.

FOUR RAISES aggregating 13 cents per hour have been provided thus far, and no cut has been called for. September's index would be the one determining the next adjustment, which would become effective November 1.

• **TRACK-CAR BILL** is at the public-hearing stage of its consideration by the Senate Committee on Interstate and Foreign Commerce. The hearing, before the committee's Surface Transportation Subcommittee, was scheduled to get under way the latter part of last week.

THE BILL is S.1425, sponsored by 19 senators. It would give the ICC power to prescribe rules for the operation of track motor cars. It is being pushed by the Railway Labor Executives' Association and supported by the Commission as a "safety" measure. Railroads oppose it as a "make-work" measure.

• **NEW ENGLAND SENATORS** have come to the support of railroads opposing the incentive per diem bill. The New England lines are among the principal opponents. The bill, S.1789, would give the ICC alternatives for setting the per diem rate, allowing it to be based on car-ownership costs or value in use. It is now on the Senate calendar, having come from the Committee on Interstate and Foreign Commerce with a favorable report.

THE SPONSORS are senators from western and midwestern states, and the bill is favored also by 14 railroads which have been advocating car-rental charges higher than the present $2.75 per day. The New England senators will work among their colleagues to defeat the bill, or at least amend it to soften the impact on "debit" roads.

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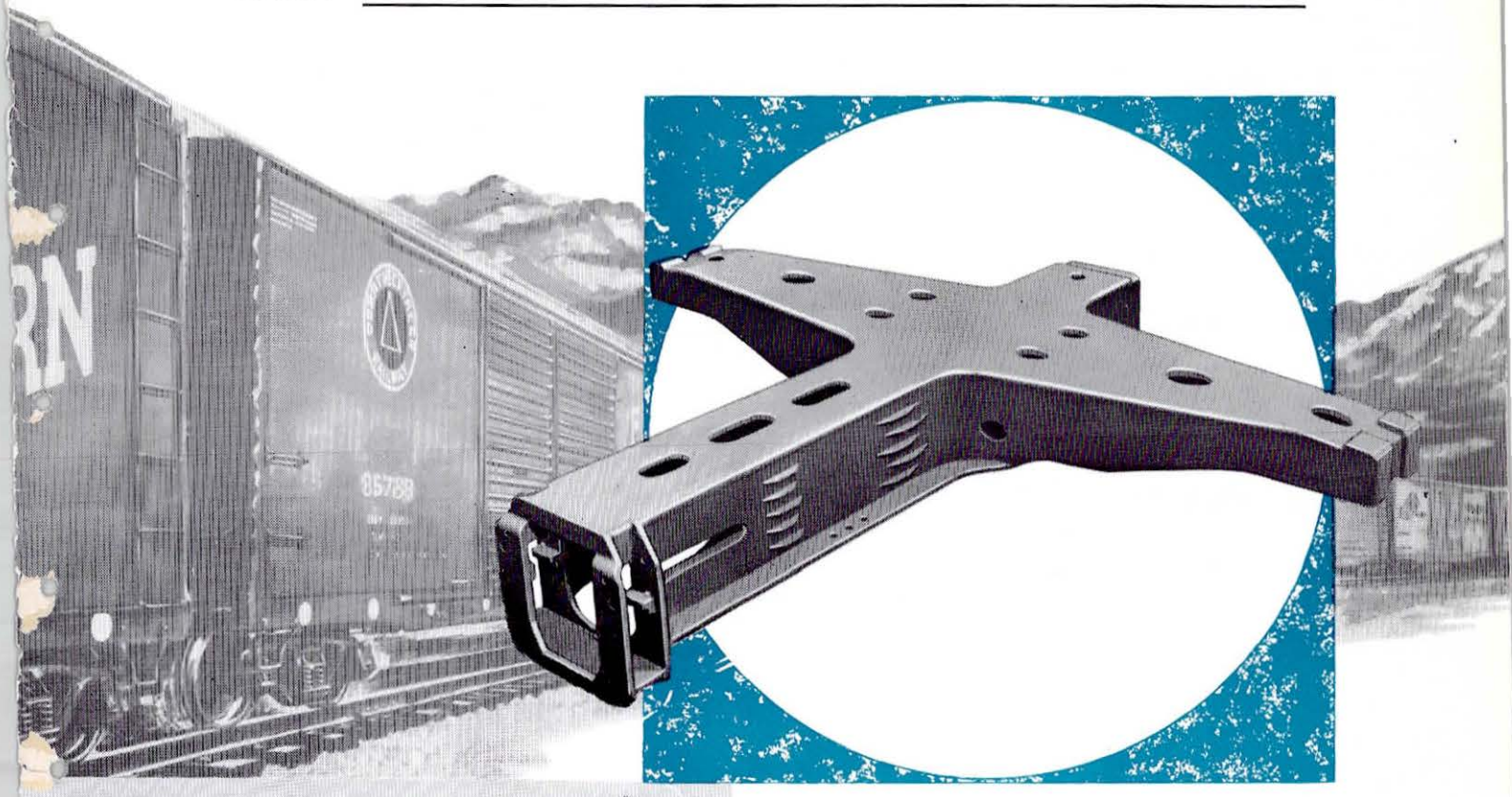

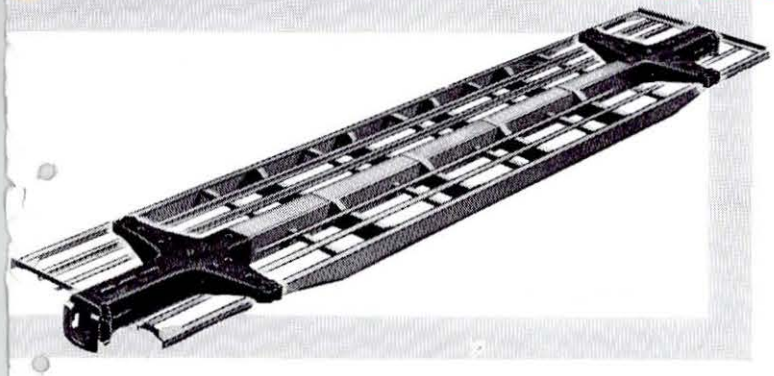

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Cost-conscious railroad men are equipping new and rebuilt box cars, refrigerator cars and other freight equipment with General Steel underframe ends. These strong, rugged ends eliminate body bolster failures, resist rust and corrosion, and provide infinitely longer freight car life with practically no upkeep costs.

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. . . and of course at principal points in the six great states served by Seaboard.

SEABOARD
AIR LINE
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THE ROUTE OF COURTEOUS SERVICE

Why Wabash Branches Pay Off

► **The Story at a Glance: The branch line is, frequently, a Class I problem. Shippers need it. But traffic volume is light. Labor costs are high. Trucks siphon off the cream of the traffic. Eventually, the branch withers and the ICC, or a state commission, gives the OK for a quick, quiet funeral. Not so with the Wabash—especially not so with 37 miles of line between Forrest and Streator, Ill.**

Most railroads are giving close attention to the economics of their branch lines. Many feeder lines operating today probably won't be operating 10 years from now. One major exception to that prediction: Wabash and its eight strategically-located branches.

Wabash has done its pruning in years past. What remains is dollars-and-cents proof that branch-line railroading can be made to pay. Traffic volume on all eight branches, the road notes with more than a touch of pride, "is so steady that future eliminations seem most unlikely."

The Streator branch—37 miles of single track in north central Illinois—is perhaps the best example of a branch that adds strength to the main stem:

- Traffic has increased about 200% in the past 20 years. Even in 1958, when carloadings tumbled for most roads (including Wabash as a whole) the Streator branch posted significant gains over 1957 figures on both inbound and outbound traffic.
- The traffic base has been broadened considerably. Most of the commodities that sustained the branch 20 years ago don't figure largely in today's traffic. But for every commodity that died out, two sprang up to take its place. And as for the future: "Prospects for the branch are bright . . . a steady growth in the prosperity of the area is indicated."

Spreads the Credit

Wabash spreads the credit around when it comes to telling the "why" behind the Streator branch's success. The towns it serves in north central Illinois are in an excellent trade territory that's also a thriving agricultural area. Limestone deposits and other natural resources abound. All utilities needed by industry are readily available. And last but far from least, transportation service is good—of the major towns in the area, Fairbury is served by Wabash and TP&W; Pontiac by Wabash, IC and GM&O; and Streator by Wabash, Santa Fe, Burlington, GM&O and NYC.

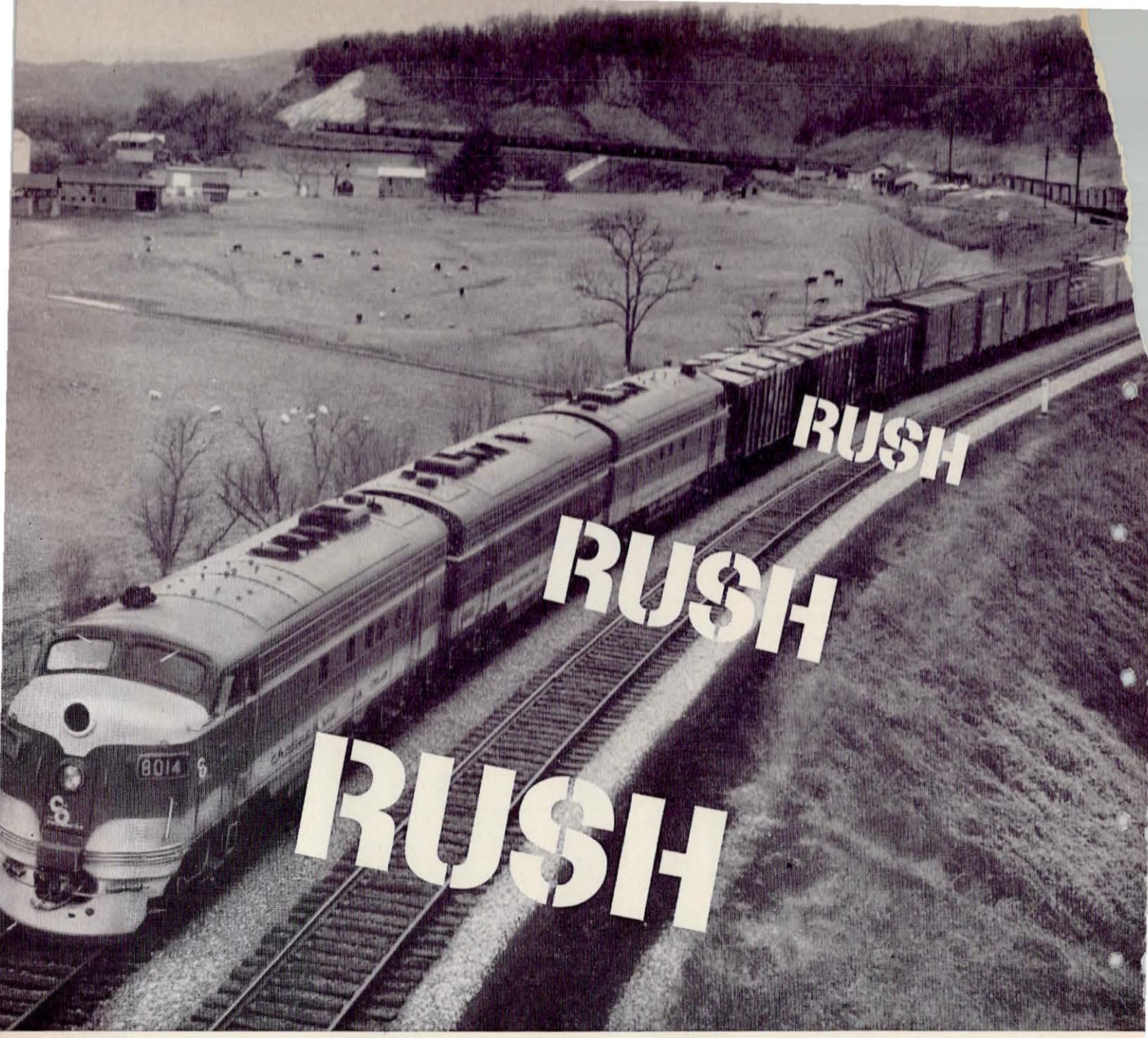
Like many another branch, the Streator line started out (in 1869) as a short line—the Fairbury, Pontiac & Northwestern, which came into the Wabash, St. Louis & Pacific in 1880 via mergers and consolidations. Three years later, Wabash abandoned the FP&N roadway between Fairbury and Strawn. Since then, Wabash trains have used Toledo, Peoria & Western main track over the six miles between Forrest and Fairbury.

Through the years, the branch has proved invaluable both to local industry and to the Illinois farmers in the area. But the traffic today bears little resemblance to the traffic of 20 years ago, either in volume or in commodity.

In 1938, for example, Wabash handled 1,421 carloads outbound and 1,498 carloads inbound over the branch. The

(*Continued on page 16*)

ROAD-SWITCHER No. 470 brings Wabash No. 72 across the Vermillion River into Pontiac, Ill. Twenty-five cars and caboose trail the EMD locomotive.



CLIC makes "RUSH" click

The shipper's new line was "hot". Customers snatched the samples off the dealer's floor so fast the big problem was to replace them quickly enough. So, in collaboration with Chesapeake and Ohio Railway, the shipper organized a "crash program" to rush every shipment during the introductory period.

In the 25 days this program was in effect, C&O's CLIC (Car Location Information Center) supplied to the shipper nearly 1,400 teletype reports on the movements of more than 500 cars going to dozens of different cities. When the car was received; when it was delivered to the consignee or connection; and often an interim progress report.

This reporting service was so prompt and complete that not once did the shipper have need to ask for further information, and at the end, the Traffic Manager gave C&O an enthusiastic "Well done"

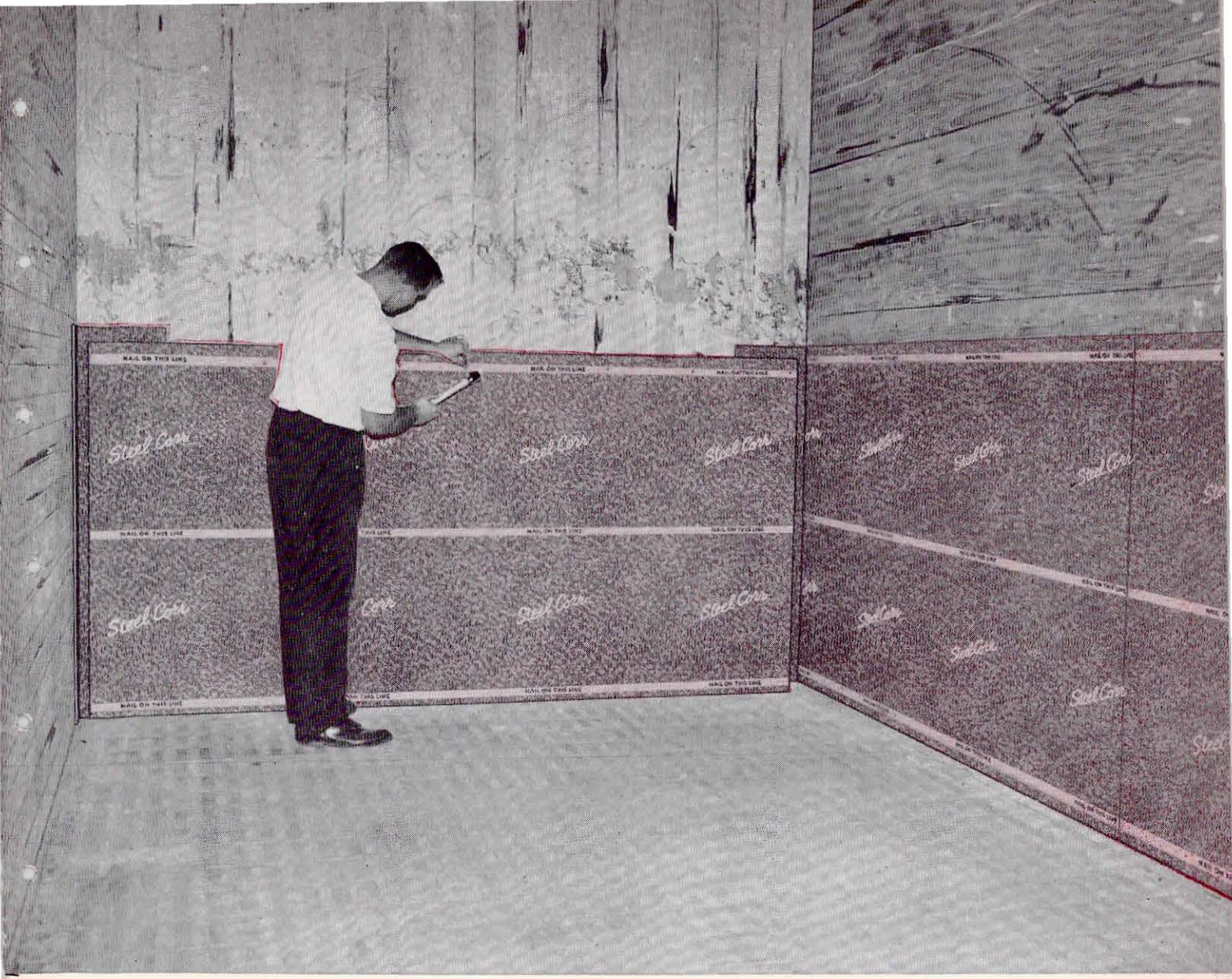
For prompt reporting of your regular shipments, or if you should have occasion to launch a "crash program" of your own for fast delivery, be sure to talk it over with your C&O Freight Traffic Man. See how easy it is when CLIC keeps a finger on every car movement.

Would you like a copy of a booklet describing CLIC? Just write·

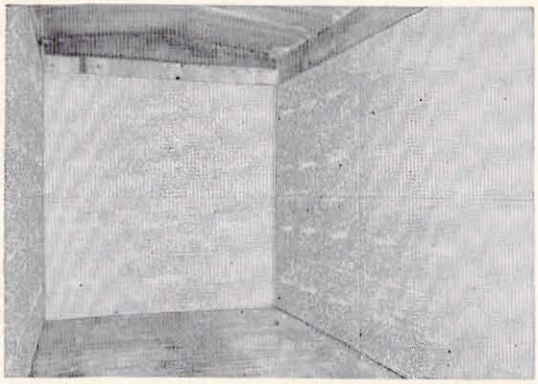
Chesapeake and Ohio Railway

3800 TERMINAL TOWER, CLEVELAND 1, OHIO

SHIP C & O . . . AND WATCH IT GO!



one hour ago this was a "BAD ORDER" car!



Most lining damage occurs *below* the 4½ foot level of the lining. One Steel-Corr car kit renews this area *completely around the car.* Two car kits renew the lining completely—floor to roof. (Where upper area needs repair, a two man application is suggested.

Steel-Corr THE SILVER LINING TO THE FREIGHT CAR SHORTAGE PROBLEM

One Steel-Corr car kit upgrades all normal damage area—to 4½ feet high; two kits and two men line the complete car, floor to roof in less than an hour!

These one man-hour kits, available for 40 or 50-foot cars will save hundreds of man-hours, thousands of dollars of major repair work and *add millions of net-ton miles to freight schedules!*

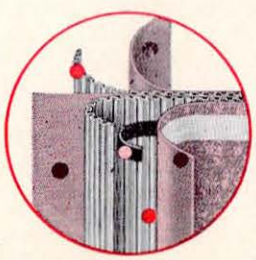
Orders to cut repair expenses and increase freight revenue are no longer contradictory. *Steel-Corr* fills *both* orders.

THE INSIDE STORY OF STEEL-CORR . . .

LINER BOARD ●
Three sheets of tough, impregnated, puncture resistant liner board.

CORRUGATED MEDIUM ●
Two panels of heavy corrugated board bonded to liner board and steel.

STEEL ●
Three ¾" steel straps embedded in the heart of the panel run full length and width of the car.



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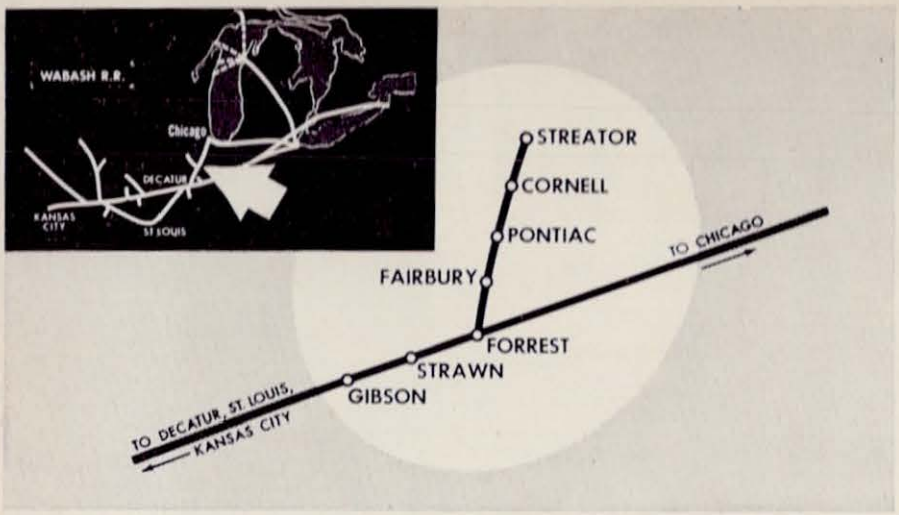


STREATOR BRANCH shows what can be done when a railroad gives good service in a good territory.

(*Continued from page 13*)
comparable figures for 1958: 4,831 outbound, 4,074 inbound.

In 1938, grain, brick and sewer pipe accounted for more than 85% of outbound traffic. Only brick remained as a major commodity last year. But products of mills provided 1,659 cars in '58, fertilizer added 632, and agricultural limestone contributed another 569. None of the three commodities were loaded in 1938.

Inbound, the story is much the same. Sand and gravel, coal and coke and refined petroleum were the mainstays in 1938. Only coal and coke still provide much revenue. Mill products, oil, cake and meal, mine products (N.O.S.), fertilizer and chemicals have jumped into prominence.

Branch Gets Good Service

Diversification is one big factor in the branch's prosperity. Wabash service is another.

Industry has found the branch and its tributary area a good place in which to locate. The Streator line itself serves 26 plants—another 60 get Wabash service via switching arrangements with other roads at Pontiac and Streator. A number of major companies seeking locations for branch plants have surveyed the area. Many, according to Wabash, may eventually build along the line (one, American Home Foods, Inc., has bought land and is now drawing up plans for a plant in Streator).

Wabash serves its patrons with a daily-except-Sunday turn between Forrest and Streator and a nightly-except-Saturday local turn between Forrest and Cornell (26 miles). The Forrest-Streator run (Train No. 72) is scheduled out of Forrest at 6:15 a.m., with arrival at Streator at 8:30 a.m. The return movement (No. 73) leaves Streator at 11:15 a.m.; arrives Forrest 1:30 p.m.

The Cornell turn is bulletined to work Forrest-Cornell on the branch and Forrest-Gibson City (20 miles) on the main line. It also does station switching at Forrest. Operation of the turn at night permits use of the same locomotive that handles trains 72 and 73, the Streator turn.

Yard facilities—a north yard, south yard and track scale—are located at Forrest, along with a roundhouse and turntable. Enginemen are housed in a bunk room in the roundhouse, trainmen are lodged in a caboose stationed at Forrest.

Non-operating employees include three operators, two yard clerks and an exclusive Wabash agent at Forrest. On the branch itself, the road maintains agents at Fairbury, Pontiac and Streator. The Pontiac agent also reports Rowe, McDowell, Lodemia and Champlin; the Streator agent covers Cornell.

Maintenance is handled by a full-time section gang—a foreman and six trackmen. Wabash uses 80-lb rail, follows a normal tie maintenance program. Cinder ballast is patched as needed with gravel; eventually the entire line will have gravel ballast.

Wabash takes pride in the tailored freight service it's been able to provide branch patrons. One example: Pontiac Stone Company has a seven-car capacity loading track. For several weeks last summer it was necessary to operate the Cornell local to the pit each night to place seven empties for loading at 7 o'clock the following morning. Then train 72's call was held in order to bring the run into Pontiac after these cars were loaded. No. 72 pulled the loads, spotted seven more empties and 73 pulled those loads on the return trip. Daily loadings ran from 21 to a high of 30 per day.

Seventy-two's call is also often held to accommodate switching at Smith-Douglass Company (producer of mixed fertilizer) and Honegger's & Co. (feed processor). On many occasions rush loads for the two plants are placed on main-line trains 74 or 84 out of Decatur—and 72's call is set back to meet arrival time of 74 or 84 at Forrest so that the Smith-Douglass or Honegger's cars get same-day delivery.

About the only service Wabash doesn't offer the branch is passenger service. It did, via a passenger car in a mixed train, until 1941—but passenger fares were never a major factor in branch-line revenues. Trains 72 and 73 are designated by the time card to carry passengers under restricted conditions—but it's a rarity when 72 and 73 aren't freight-only.

LCL also is, and has been, a minor item.

So long as carload traffic maintains its present pace, however, Wabash isn't fearing for the future of the line. The road views 1957 as "typical"—7,770 cars, 4,377 outbound and 3,393 inbound. Then 1958 came along, ignored the recession and racked up an impressive 8,905-car volume, 4,831 outbound and 4,074 inbound.

Competition Hasn't Hurt

Balanced growth—aided by the industrial development efforts of the railroads in the area—has made the territory prosperous and the branch busy. In addition to the commodities looming large on the loadings list, Wabash also does a good business hauling such diverse items as livestock, clay, glass products, vegetables, lumber, tea and canned goods.

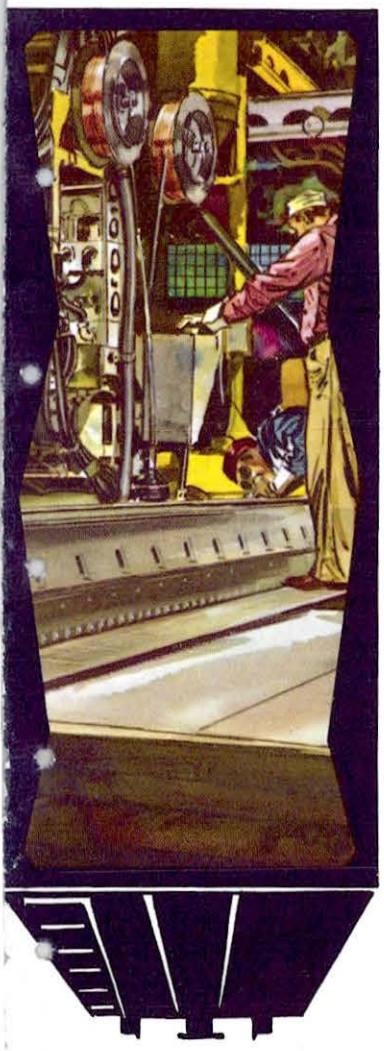
Naturally, competition (executioner of many a branch) has come to the Forrest-Streator operation—but it hasn't hurt the branch. Wabash puts it this way:

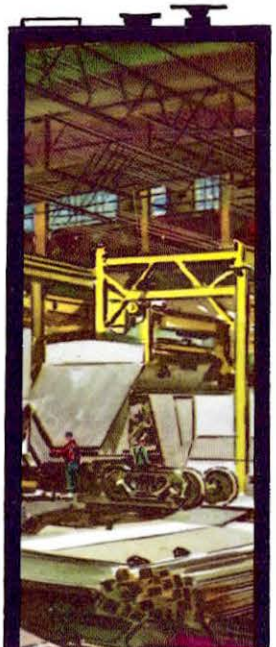
"The Wabash has competition, not only from other railroads but from over-the-road trucks as well. The area is laced with concrete roads, both federal and state. But because of favorable rail rates which have kept rail service on a parity with motor carriers, and because of outstanding transportation service provided by the Wabash, the competitive inroads are not expected to mount seriously. The service is as good as, and in some respects better than, that given to towns on the main lines."

So far as the Streator line is concerned, the road has noted, "it seems that success breeds success. A good many of the prosperous firms now located on the branch were attracted there after others had located there and done well."

we're going like

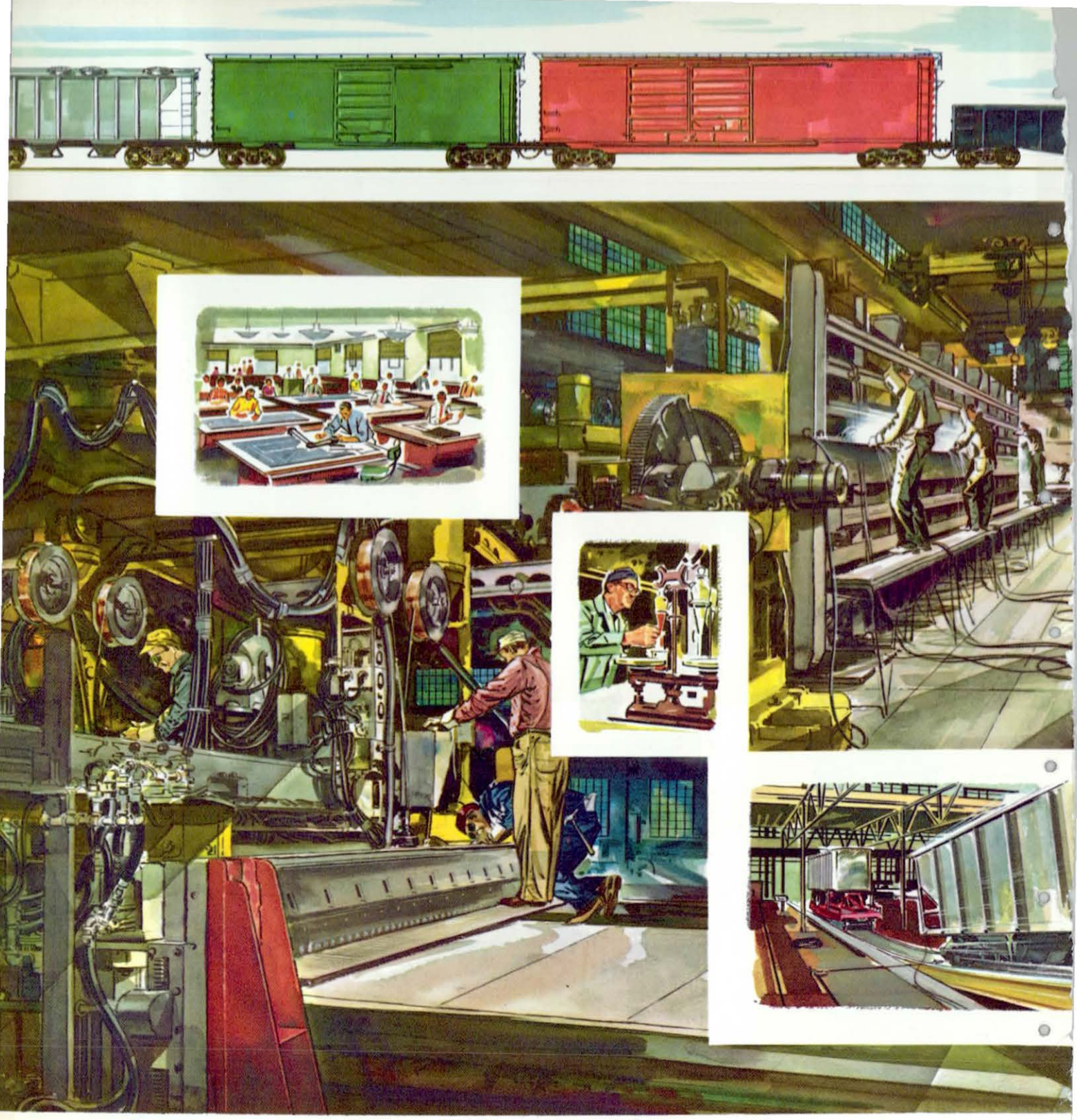
'60





WHY LIKE '60? Just take a look at modern railroading and the pace it sets. Here's the industry that put the muscle of modern diesel power to work in a big way. An industry that creates and thrives on innovations such as: radar controlled automatic yards, highway trailer movement on flat cars, radio-telephone train communications, automated handling of LCL freight, freight schedules that challenge passenger movements.

Pullman-Standard long ago recognized that keeping pace with this vigorous industry required a parallel program of company growth and development. A program that would *anticipate* the changing needs and demands of rail carriers.



The goal, the '60s . . . achievement, '59

Thirteen years ago, Pullman-Standard set company goals that would pace rail industry growth. The mid-60s were the target years for the complete evolution of:

ENGINEERING SKILLS that were tuned—and would stay tuned—to industry advancement.

MANUFACTURING FACILITIES—tools and plants—designed to capitalize on the many inherent advantages of modern mass production methods and get full value from product standardization.

BOTH NEW AND IMPROVED PRODUCTS—more useful products—the result of an intimate knowledge of user needs and a company-wide interchange of ideas.

RESEARCH AND DEVELOPMENT activities that employ the most advanced proving facilities in a continuing program of product and materials testing.

A TEAM OF FIELD ANALYSTS responsible for the continuing study and evaluation of Pullman-Standard and competitive products in service. Objective: to confirm product strengths and expose undesirable characteristics so that they may be eliminated.

Today, thanks to the stimulation of fast growing rail road needs and all-out effort of everyone at Pullman-Standard, we are proud to announce the achievement of these goals far in advance of our calendar target. In 1959, we're going like '60.

This achievement means that *today*, in these significant hours of rail history, Pullman-Standard is able to provide advanced products, produced through truly modern manufacturing facilities . . . a full line of standardized railroad products that offer the greatest possible economy in operation year after year . . . sold and serviced by a skilled and knowledgeable team of Pullman-Standard representatives.

The complete story of the full line of P-S freight car products and the design, engineering, manufacturing and service advances available to you through Pullman-Standard are outlined in the following pages. Read through them . . . find out how Pullman-Standard products can produce even greater benefits for your railroad now that we're going like '60.

Engineering

. . . *authors of standardization*

When freight car standardization was conceived by Pullman-Standard, everyone recognized it held great promise. But, still, it was a sort of abstraction. Giving it today's working form called for considerable genius, knowledge and rare creative qualities.

This is because standardization is not simply the building of look-alikes. It is far more than that. It's first a thousand engineering problems of physics, metallurgy, mathematics and chemistry. It even requires a

good understanding of what America's climates can do to steel and paint.

But that's not enough. Just to complicate it a little more, the solutions to all these problems must be engineered into mass produced products that will serve the diverse needs of all our railroads and all of their customers, regardless of climate, lading or service demands.

Thanks to a long range recruiting and training program, we have the engineering talent to handle all these problems and more. Young, up-and-coming engineers that offer their drive and, many times, a fresh, new slant. And there are mature leaders to hold a steadying hand on the reins and to contribute their accumulated knowledge of your rolling stock requirements—versatility, durability, economy—along with a long and enviable history of carbuilding design.

Authorship of standardization, another reason why . . . in '59, Pullman-Standard is going like '60.

Sales

. . . the Jacks (and Masters) of all trades

In our eyes—and your's too, no doubt—a salesman has to have more than a glib knowledge of the product. He must also have a deep, practical understanding of your railroading problems and your shipper concerns. Only then can he see the products he offers as you see them: as possible solutions to these problems.

And because Pullman-Standard representatives must be expert in the full line of P-S products—freight cars, freight car parts and lading protection devices—you can use their rare ambivalence in working out practically any rolling stock problem you face.

Going into a rebuilding program? Your Pullman-

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Manufacturing and Expansion

. . . craftsmanship and capability

Even the best design can fade into a so-so performer if the builder lacks the tools, the skills and the capacity to reproduce it.

Capacity is the result of planned growth through capital investment. It is an elementary precept of business, but sometimes it is neglected. When it is, it is disastrous from everyone's point of view.

The Pullman-Standard program of development planned and provided for a continuing flow of capital into our plants. The tools of carbuilding—jigs, fix-

tures, specialized welding equipment—are of the most modern design and capability. And you can be sure that they're kept that way.

Our large carbuilding plants have set the standards for up-to-date materials and production flow. And they are constantly being improved, expanded, upgraded.

During the past few years, Pullman-Standard has invested millions of dollars to create new plant capacity, and to provide tools, processes and plant facilities in tune with the progress of the railroad industry.

Of course, the personal skills of manufacturing are equally important. The development of these skills must always be an active effort as it has been throughout our carbuilding history. And so, through improved plant and facilities and a constant program of training and education, Pullman-Standard helps the craftsman —the man who builds—improve his capability and develop new skills.

Capability and craftsmanship, more reasons why . . . in '59 Pullman-Standard is going like '60.

Full Product Line

. . . the harvest of standardization

In 1947, the first fruit of our long range development program rolled off the assembly line and out into service on the Lehigh Valley. It was the first of a long line of standardized freight cars, the Pullman-Standard PS-1 Box Car. . .

Today, Pullman-Standard standardization is full line standardization. In freight rolling stock, five basic cars are now available: The PS-1 Box Car, PS-2 Covered Hopper, PS-3 Open Hopper, PS-4 Flat Car and the newest member of the line, the PS-5 Gondola.

Thanks to P-S *Flexible* Standardization, these basic cars are offered in variations—variations in lengths, capacities, accessories—to suit any railroad need. In addition, other cars—the 85 foot flat car for example—

are available. All are built to offer exceptional durability, versatility and economy.

Pullman-Standard car parts and specialties are standardized, too. Each part—from underframes to roofs—is severely tested before it joins the P-S line. All are produced under the highest quality standards and tightest tolerances to insure interchangeability. And deliveries are tailored to your building schedule. No wonder Pullman-Standard parts customers buy confidently and find they build, rebuild and repair their freight rolling stock with greater ease and economy.

Rounding out P-S products for progress is the advanced line of Lading Protection Products—the P-S Compartmentizer and P-S Cushion Underframe. Sharply reduced damage claims, improved customer goodwill and important shipper-consignee savings in labor and material are just three of the measurable benefits these products are producing for many prominent shippers and major railroads.

The Pullman-Standard line of advanced products for progress is another reason why . . . in '59 Pullman-Standard is going like '60.

Research and Development

... the search for superiority

The engineers and scientists of our Research and Development staff are mighty hard to please. They probe deeply into every material, process and part before it can be certified for use in P-S products.

Raw materials are tested from every quarter. Chemistry reveals their structure and composition. Physical tests strain, twist, flex and corrode. Only the best survive. Only the best go into P-S products.

Building methods get a long hard look. Welds, rivets and bolts are tested competitively. Whether a forging or casting is selected becomes a matter of proved superiority, not favoritism.

Every prospective part suffers the same fate. Tests are brutal. Parts are strained beyond endurance; flexed and flexed again through thousands of cycles; subjected to immense forces. And every part must prove itself under extremes of temperature, stress and impact. Weakness is sought out, then overcome.

Even test conditions are tested to be certain that they duplicate the widest range of service conditions.

All this before we can even build the prototype.

When a prototype car is completed, under R & D direction, it gets the same tough treatment. Shake down tests bully and batter the car for hundreds of hours. Massive machines pound and twist years of service into hours. Impact test forces reach hundreds of thousands of pounds at speeds beyond expected service use.

Accelerometers, strain gauges, velocity pickups, dynamometers feed signals through an oscillograph that makes a visual record of the car's internal workings . . . finds hidden bugs.

Then after the bugs are ironed out and a production car built the entire test procedure is repeated. Only the best products survive. Only the best go into service on The Great American Railway System. Another reason why . . . in '59 Pullman-Standard is going like '60.

Sales

. . . the Jacks (and Masters) of all trades

In our eyes—and your's too, no doubt—a salesman has to have more than a glib knowledge of the product. He must also have a deep, practical understanding of your railroading problems and your shipper concerns. Only then can he see the products he offers as you see them: as possible solutions to these problems.

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Going into a rebuilding program? Your Pullman-

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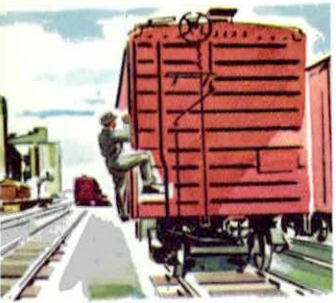

Field Analysis

. . . the road show critics

We don't believe that our job is done once a Pullman-Standard car rolls off the assembly line. On the contrary, when they go into your service, Pullman-Standard is just beginning another vital step that we call *Field Analysis.*

The members of our specialized and skilled Field Analysis-Field Service team criss-cross the country—travel over 100,000 miles each year making critical performance studies of rolling stock. The shops, yards, sidings and mainlines of the Great American Railway System are the proving grounds they work. They crawl under, climb into, over and around P-S cars in service.

Car performance is observed, investigated, measured and reported.

They spend an important part of their time just being good listeners, too. They exchange ideas, comments and suggestions with the men in the shops, mechanical departments—in fact, with all railroad departments and men, top to bottom.

It's in this way that we are able to get a truly candid evaluation of car performance. Weakness, if it exists, is uncovered. Strong points are confirmed. New and old equipment can be probed to see how well each is doing its job. And most important, it is here that we gain a truly intimate understanding, a broad knowledge of your railroading problems.

The vital on-the-spot performance reports and customer statements that result form the foundation for a constant flow of product advancement. These extra steps by our Field Analysts make sure the P-S rolling stock is always *ahead* in design and engineering . . . offering more performance benefits, newer features, trouble-free service and greater economy year after year to America's railroads.

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Engineering

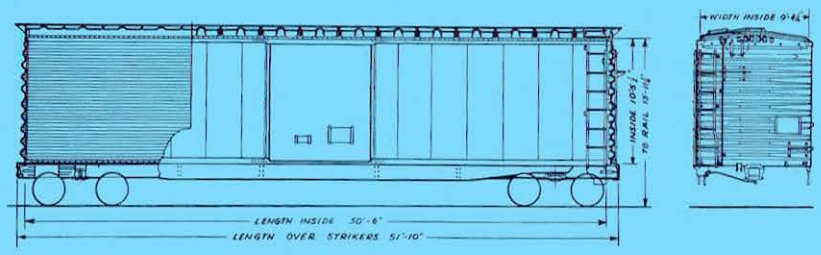
. . . *authors of standardization*

When freight car standardization was conceived by Pullman-Standard, everyone recognized it held great promise. But, still, it was a sort of abstraction. Giving it today's working form called for considerable genius, knowledge and rare creative qualities.

This is because standardization is not simply the building of look-alikes. It is far more than that. It's first a thousand engineering problems of physics, metallurgy, mathematics and chemistry. It even requires a

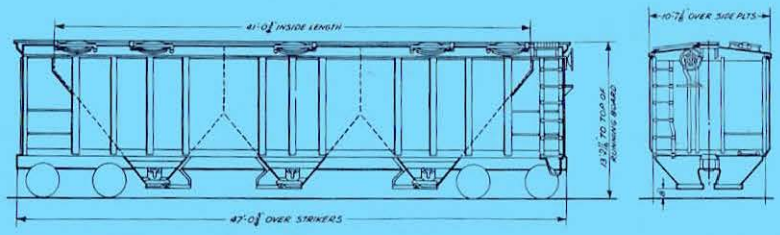
P-S STANDARDIZED PRODUCTS

PS-1



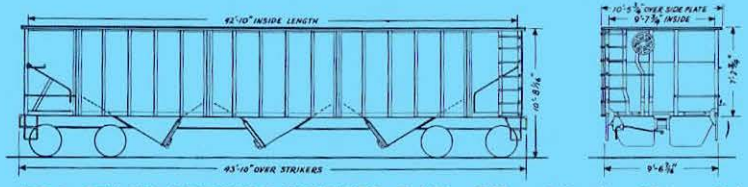
PS-1 STANDARDIZED BOX CAR—Available in 40 or 50 foot lengths, insulated or standard interiors, a choice of door types and sizes, floors and other optional accessories.

PS-2



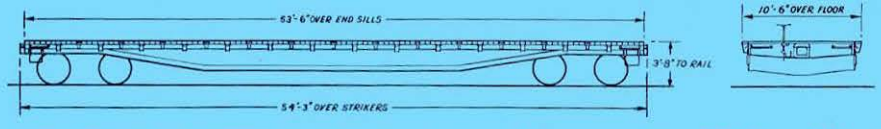
PS-2 STANDARDIZED COVERED HOPPER—Featuring heavy-duty, all-welded construction—available in four capacities: 2010, 2933, 3219 and 3510 cubic feet.

PS-3



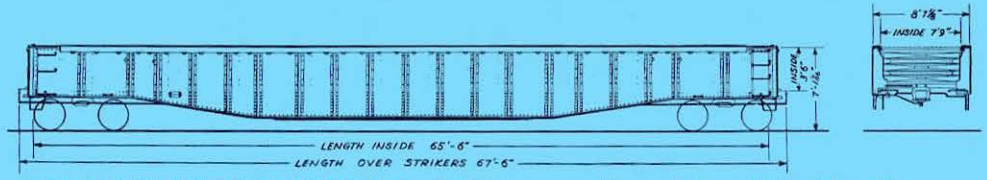
PS-3 STANDARDIZED HOPPER CAR—Offered in the 70 ton 3-hopper model.

PS-4



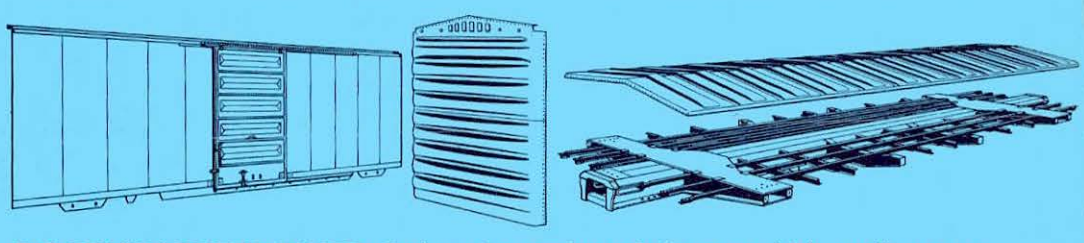
PS-4 STANDARDIZED FLAT CAR—In 50 and 70 ton capacities, 53, 56 and 60 foot lengths.

PS-5

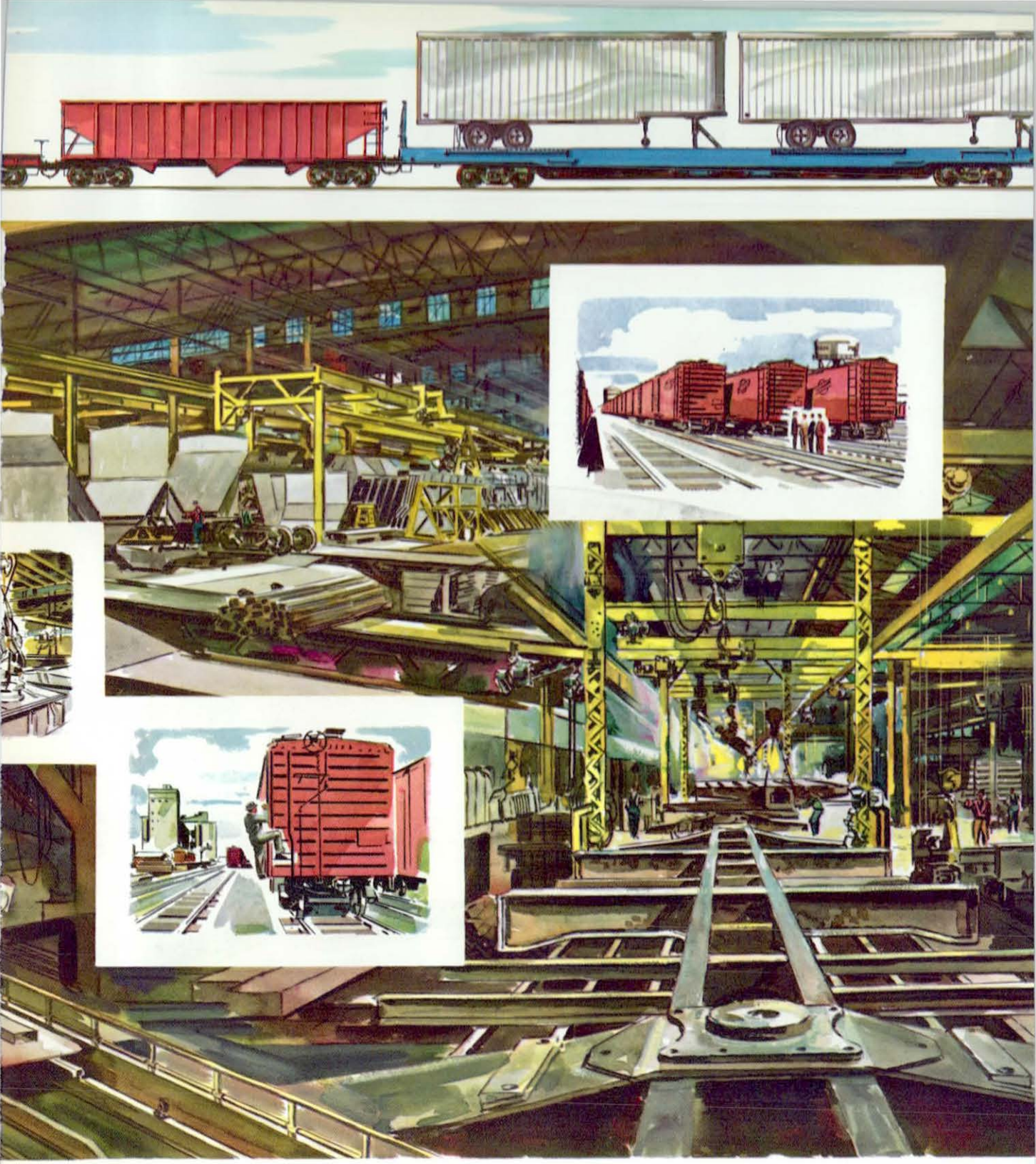


PS-5 STANDARDIZED GONDOLA—In 70 ton capacity and 52 or 65 foot lengths.

Parts



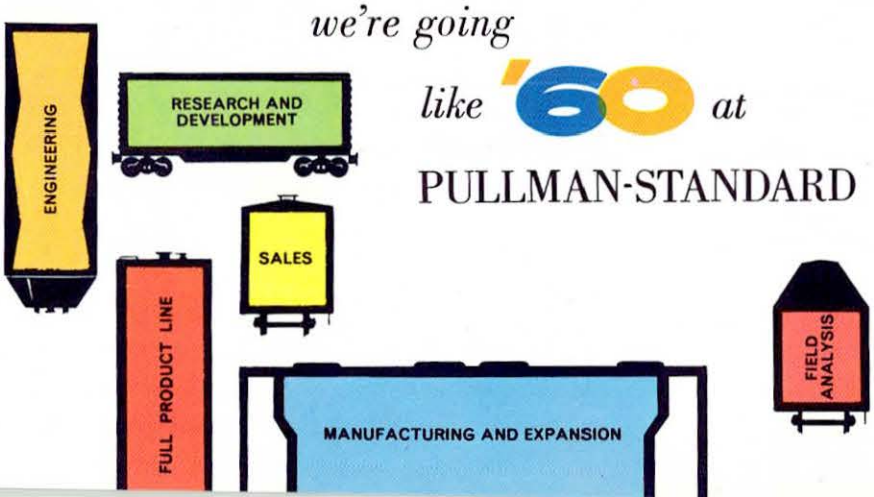
P-S STANDARDIZED PARTS—Each is the product of the same high quality mass production methods as those used in P-S Standardized Freight Car building.

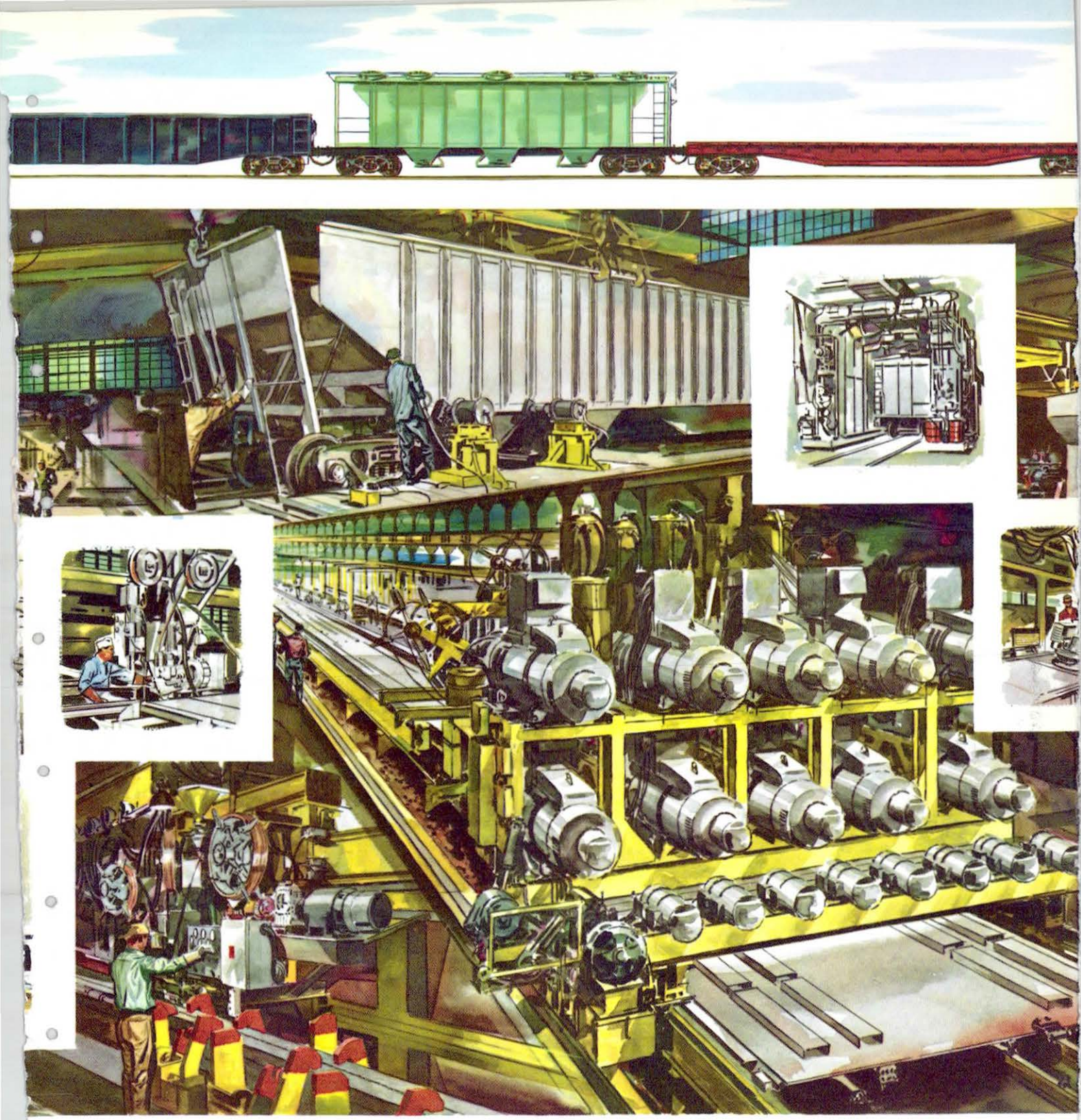


we're going

like '60 *at*

PULLMAN-STANDARD





Standard representative has a full line of car parts and components—roofs, ends, sides, underframes, doors, floors—practically everything you need. This single supply source means better timed deliveries, components shipped to fit your building schedule. Call your P-S representative . . . he's got the knowledge and products to help you solve the problem.

Need new equipment? Equipment that's highly versatile and practically maintenance-free? Rolling stock that has an extra quota of durability and low first cost? Ask your P-S representative how Standardized Freight Cars can solve any of these problems and more.

Got a shipper that wants—no, demands—better in-transit protection for his products? Your P-S representative is a specialist in lading protection problems. And he has the products and the knowledge that will provide the most effective solution.

When you want to feel certain—and have the evidence to back it up—that your buying decision is the best one you can make, call in your Pullman-Standard representative. Let him show you why P-S performance-proved products are the most practical and economical answer to your purchasing problem. He's another reason why . . . in '59 Pullman-Standard is going like '60.

AKRON, CANTON & YOUNGSTOWN RAILROAD COMPANY • ALABAMA POWER COMPANY • AMERICAN SMELTING & REFINING COMPANY AMERICAN SUGAR REFINERY COMPANY • THE ANN ARBOR RAILROAD COMPANY • THE ATCHISON, TOPEKA & SANTA FE RAILWAY SYSTEM ATLANTA & WEST POINT RAILROAD COMPANY • THE BALTIMORE & OHIO RAILROAD COMPANY • BESSEMER & LAKE ERIE RAILROAD COMPANY BETHLEHEM STEEL COMPANY • BIRMINGHAM SOUTHERN RAILROAD COMPANY • BOSTON & MAINE RAILROAD • BUFFALO CREEK RAILROAD CANADIAN GENERAL TRANSIT COMPANY • CANADIAN NATIONAL RAILWAYS • CANADIAN PACIFIC RAILWAY COMPANY • CENTRAL OF GEORGIA RAILWAY COMPANY • THE CENTRAL RAILROAD COMPANY OF NEW JERSEY • CENTRAL SOYA COMPANY, INC. • THE CHESAPEAKE & OHIO RAILWAY COMPANY • CHICAGO & EASTERN ILLINOIS RAILROAD COMPANY • CHICAGO & ILLINOIS MIDLAND RAILWAY COMPANY • CHICAGO & NORTH WESTERN RAILWAY COMPANY • CHICAGO, BURLINGTON & QUINCY RAILROAD COMPANY • CHICAGO GREAT WESTERN RAILWAY COMPANY CHICAGO, MILWAUKEE, ST. PAUL & PACIFIC RAILROAD COMPANY • CHICAGO, ROCK ISLAND & PACIFIC RAILROAD COMPANY • CHICAGO, ST. PAUL, MINNEAPOLIS & OMAHA RAILWAY COMPANY • CITY OF CHICAGO • CLINCHFIELD RAILROAD COMPANY • COLORADO & WYOMING RAILWAY COMPANY • COLUMBUS & GREENVILLE RAILWAY COMPANY • J. C. CORRIGAN COMPANY • COPPER RANGE RAILROAD COMPANY • DELAWARE & HUDSON RAILROAD CORPORATION • THE DELAWARE, LACKAWANNA & WESTERN RAILROAD COMPANY • THE DENVER & RIO GRANDE WESTERN RAILROAD COMPANY • DETROIT, TOLEDO & IRONTON RAILROAD COMPANY • DULUTH, MISSABE & IRON RANGE RAILWAY COMPANY • DULUTH SOUTH SHORE & ATLANTIC RAILROAD COMPANY • ELGIN, JOLIET & EASTERN RAILWAY COMPANY • ERIE RAILROAD COMPANY • ESCANABA & LAKE SUPERIOR RAILROAD COMPANY • FERROCARRIL DEL PACIFICO • FLORIDA EAST COAST RAILWAY COMPANY • FT. DODGE, DES MOINES & SOUTHERN RAILWAY COMPANY • GENERAL AMERICAN TRANSPORATION CORPORATION • GEORGIA & FLORIDA RAILROAD • GEORGIA RAILROAD • GRAND TRUNK WESTERN RAILROAD COMPANY • GREAT NORTHERN RAILWAY COMPANY • GREEN BAY & WESTERN RAILROAD COMPANY • GULF MOBILE & OHIO RAILROAD COMPANY • ILLINOIS CENTRAL RAILROAD COMPANY • INTERLAKE IRON CORPORATION

In the 13 Years of P-S Standardization

113 leading carriers have purchased over 120,000 Pullman-Standard standardized freight cars

The most impressive demonstration of the wide-spread acceptance granted P-S standardized products is this line-up of Pullman-Standard customers. Reads like the who's-who of American railroading.

And it's not a misplaced confidence. Not an uneasy one either, because these railroads have found they can expect—and will get—consistent quality, dependable performance, measurable economies and pace-setting design when they specify Pullman-Standard products.

Reason why? Pullman-Standard's planned progress—the provision for growth and development that keeps us ahead in every way . . . keeps us going like '60.

PULLMAN-STANDARD

A DIVISION OF PULLMAN INCORPORATED

200 SOUTH MICHIGAN AVENUE, CHICAGO 4, ILLINOIS

BIRMINGHAM • PITTSBURGH • NEW YORK

J. C. Fennelly Co., San Francisco Representative

THE KANSAS CITY SOUTHERN RAILWAY COMPANY • LAKE SUPERIOR & ISHPEMING RAILROAD COMPANY • LANCASTER & CHESTER RAILWAY COMPANY • THE LASALLE & BUREAU COUNTY RAILROAD COMPANY • LEHIGH & NEW ENGLAND RAILROAD COMPANY • LEHIGH VALLEY RAILROAD COMPANY • LOUISIANA & ARKANSAS RAILWAY COMPANY • LOUISVILLE & NASHVILLE RAILROAD COMPANY • LOX EQUIPMENT COMPANY • MAGOR CAR COMPANY • MAINE CENTRAL RAILROAD COMPANY • THE MINNEAPOLIS & ST. LOUIS RAILWAY COMPANY MINNEAPOLIS, NORTHFIELD & SOUTHERN RAILWAY • MINNEAPOLIS, ST. PAUL & SAULT STE. MARIE RAILROAD COMPANY • MISSISSIPPI CENTRAL RAILROAD COMPANY • MISSOURI-KANSAS-TEXAS LINES • MONON RAILROAD • THE NASHVILLE, CHATTANOOGA & ST. LOUIS RAILWAY • NATIONAL RAILWAYS OF MEXICO • NATIONAL SUGAR REFINERY COMPANY • NEW JERSEY, INDIANA & ILLINOIS RAILROAD COMPANY NEW YORK CENTRAL SYSTEM • THE NEW YORK, CHICAGO & ST. LOUIS RAILROAD COMPANY • THE NEW YORK, NEW HAVEN & HARTFORD RAILROAD COMPANY • NEW YORK, SUSQUEHANNA & WESTERN RAILROAD COMPANY • NORFOLK & WESTERN RAILWAY COMPANY NORTH AMERICAN CAR CORPORATION • NORTHERN PACIFIC RAILWAY COMPANY • OLIVER IRON MINING COMPANY • THE PENNSYLVANIA RAILROAD • PHILADELPHIA QUARTZ COMPANY • THE PITTSBURGH & WEST VIRGINIA RAILWAY COMPANY • RICHMOND, FREDERICKSBURG & POTOMOC RAILROAD COMPANY • RUTLAND RAILWAY CORPORATION • ST. JOSEPH LEAD COMPANY • ST. LOUIS-SAN FRANCISCO RAILWAY COMPANY • ST. LOUIS SOUTHWESTERN RAILWAY COMPANY • SANTOS A JUNDIAI • SAVANNAH & ATLANTA RAILWAY COMPANY • SEABOARD AIR LINE RAILROAD COMPANY • SOUTHERN PACIFIC SYSTEM • SOUTHERN PERU COPPER CORPORATION SOUTHERN RAILWAY SYSTEM • TENNESSEE CENTRAL RAILWAY COMPANY • THE TEXAS-MEXICAN RAILWAY COMPANY • TOLEDO, PEORIA & WESTERN RAILROAD COMPANY • UNION PACIFIC RAILROAD • U. S. ARMY • U. S. NAVY • U. S. TRANSPORTATION CORPS • U. S. WAR DEPARTMENT • UTAH RAILWAY COMPANY • THE VIRGINIAN RAILWAY COMPANY • WABASH RAILROAD COMPANY • WESTERN MARYLAND RAILWAY COMPANY • WESTERN PACIFIC RAILROAD COMPANY • WESTERN RAILWAY OF ALABAMA • WISCONSIN CENTRAL RAILROAD COMPANY

July Traffic Poll

Do Railroads Sell Competitively?

Fourth Poll on railroad freight sales produces divided opinion on attitude toward competition. Some shippers note improvement, but see need for better training, more top-level guidance.

Proposition

As competition for freight traffic between various modes of transportation increases, many railroads are paying more attention to the training, organization and activities of their traffic sales forces. This month's Poll is the fourth in a series which is designed in total to ascertain what shippers think about railroad salesmen and their work, and to find out how, if at all, they think that work might be improved.

Question

Recognizing that each railroad salesman must primarily represent his own company, do rail salesmen as a group make any real effort to sell railroad service as against competing forms of transportation?

Yes	**43**
Yes, except for LCL	**4**
No	**36**

[Answers to a second question on the July Poll ballot will be reported in the August 31 issue of Railway Age.]

Do railroads sell "competitively" as against other forms of transportation?

Shipper opinion on that question is split almost squarely down the middle. A small majority thinks they do. But a more vocal minority thinks they don't. And a good many, even on the majority side, see plenty of room for further improvement.

Most frequently mentioned barrier to effective competitive selling—either by individual salesmen or by railroad organizations—is poor training or insufficient knowledge of competitors' capabilities.

"Salesmen," says H. W. Oliver, general traffic manager, Noland Co., Newport News, Va., "are ill-equipped with knowledge of competitive rates or service. The general freight rate department of the average railroad knows very little of [them]. Railroads would do well to study and know their competition, and not rely on shipper information."

Plenty of shippers share Mr. Oliver's views. Salesmen "too often are unfamiliar with operations of competing forms, or just accept them," says P. M. Gish, traffic vice president of American Standard, Pittsburgh. C. W. Jaenicke, traffic manager, Chicago Heights Manufacturers Association, and F. L. Partridge, director of traffic and executive secretary of the Burlington, Iowa, Shippers Association, concur.

"Railroad salesmen as a group are not informed regarding competing forms of transportation," says the former. "They are not properly schooled in what they have to sell, and know very little of their real competition," adds the latter.

E. A. Eddings, traffic manager, Strathmore Paper Co., West Springfield, Mass., agrees that "more education and training would help"; while Howard Pollen, traffic manager, P. Ballantine & Sons, Newark, N. J., also says rail salesmen "are not schooled to sell against competition." Mr. Eddings, however, thinks railroad representatives, "as a whole," are better trained than truck salesmen. And Mr. Pollen suggests that absence of proper "schooling" may be the fault of management rather than of individual salesmen. Employers, he says, "should better equip these men in the intimate details of a shipper's business, and in how to combat competition."

Other shippers feel that railroads, and their sales forces—despite their recent relative traffic losses—still tend to be too complacent. "Most seem to be content with the business they have—or with the business they are losing," to quote J. B. Elliott, traffic manager, Continental Grain Co., Houston. Or they "recognize" that they can't compete on service with forwarders or trucks, or on either rates or service generally on short hauls, according, respectively, to L. H. Borman, traffic manager, Carson, Pirie, Scott & Co., Chicago, and R. F. Porter, general traffic manager and purchasing agent, Barreled Sunlight Paint Co., Providence, R. I.

Essentially the same charge, of too much "complacency," is brought by J. J. DeLaney, director of transportation, American LaFrance, Elmira, N. Y., and J. C. Folger, assistant traffic manager, Rose's 5-10-25-Cent Stores, Henderson, N. C. "Railroads," says one, "have not yet recognized that their real problem is other forms of transportation." "Most rail salesmen," says the other, "more or less ignore the fact that truck competition exists." With some exceptions, Mr. Folger adds, "they do very little real selling of rail service."

Other comments of a critical nature are to the effect that rail salesmen do too much "personal selling"; and are too concerned about "particular pieces of traffic"; or devote more effort to diverting business from other rail carriers than from trucks and water lines.

The first comment came from such men as B. P. Bergen, assistant traffic manager, American Sugar Refining Co., New York, and P. T. Catalano, traffic manager, Steelcase, Inc., Grand Rapids, Mich. Mr. Catalano added the interesting comment that "very few, if any, bother to tell about new or improved service or methods on their line. I can recall one instance where a railroad had started a new car tracing service, and the salesman never mentioned this until two years later! And then I asked about it before he started to talk."

Fred Ainsworth, traffic manager, Husky Oil & Refining, Ltd., Calgary, Alta., is the man who thinks railroads spend too much time selling "pieces of traffic" rather than their "inherent advantages." And the remark about selling more against other railroads than against competing modes of transport comes both from G. W. Langston, traffic manager of Crane, Ltd., at Montreal, and J. D. Paul, secretary-manag-

er of the Seattle Traffic Association.

The picture, however, is not wholly critical. F. E. Juranek, general traffic manager of Clark Equipment Co., Battle Creek, Mich., acknowledges "a few true crusaders," and H. W. Courtney, director of traffic for Cook Paint & Varnish Co., Kansas City, notes "exceptions" who "make a real effort to sell rail service against competing forms of transportation."

Other respondents take still more positive viewpoints. Rail salesmen "are rail-minded almost to a fault," says V. M. Stechishin, manager, Manitoba Transportation Commission, Winnipeg. "As a body," he adds "they definitely will try to influence you to ship by a competing railroad rather than by a competing form of transport." "Never has greater effort been exerted to sell railroad products," says C. M. Swanson, traffic manager, American Brake Shoe Co., New York. "Railroad representatives that call on us are, as a group, very much railroad-minded, and working to keep traffic on the rails," adds W. C. Newman, general traffic manager, Archer-Daniels-Midland, Minneapolis. And M. I. Adams, traffic consultant, Cutler-Hammer, Inc., Milwaukee, thinks they "are doing a very good job of selling their services."

Other men, like B. O. Hogan, traffic manager, Orange Products division of Sunkist Growers, Ontario, Cal., note definite improvement. In the same group is P. L. Sherman, traffic manager of John H. Breck, Inc., Springfield, Mass., who attributes the improvement to inauguration of Flexi-Van and piggyback operations; also J. P. Haynes, manager, Transportation division, Louisville, Ky., Chamber of Commerce. "Actual and potential competition," Mr. Haynes says, "has sharpened the average railroad salesman's outlook and broadened his vision to realize as never before that competition is the life of trade. . . . Rail salesmen are as a whole trying honestly to present to their officials problems confronting them and trying to retrieve a larger share of traffic lost to competitive forms of transportation."

There appears, however, to be considerable room for further improvement. For example, the "younger men" try to sell competitively, but "many of the 'old-timers' still feel it is the shipper's natural obligation to use rail service regardless of circumstances," according to A. M. Cloninger, general traffic manager, Longview Fibre Co., Longview, Wash.

Somewhat similarly, G. D. Cron, traffic manager of General Motors' Chevrolet Oakland (Cal.) division, thinks the amount of competitive selling reflects the effort "put forth from top management." Some individual railroads, he explains, "make an earnest effort at all times to compete with other forms of transportation; with the right type of men they are doing a good job." H. A. Archambo, director of traffic for the Minneapolis Traffic Association, agrees that "some rail carriers are stepping up their activities, but some are coasting."

There appears, in others words, to be a lack of overall policy—a fact noted by several respondents. T. R. Atchison, director of transportation, Ralston Purina Co., St. Louis, thinks, for example, that salesmen "will be handicapped in their [competitive] efforts until management develops a more effective plan of industry cooperation."

D. M. Daly, director of traffic, Bristol Myers Products division, Hillside, N. J., notes the absence of "any overriding policy whereunder all railroad salesmen direct their efforts toward the same goal, namely, selling the railroad industry against its competitors." And W. J. LaLuzerne, of the Green Bay, Wis., Association of Commerce, thinks the AAR should "formulate a competitive campaign, to be sponsored systematically by individual railroads through their salesmen."

O. D. Burt, traffic manager, Parke Davis & Co., Detroit, says salesmen who do make an effort to sell competitively "are not adequately supported by their organizations with factual information—and their requests to assist shippers have to be approved by so many superiors they get 'lost' in the process."

Regulation and other restrictions are another "handicap" to competitive efforts, according to W. C. Pine, traffic manager, DeLaval Separator Co., Poughkeepsie, N. Y. On the other hand, the same restrictions often lead to a "negative" approach, in the opinion of H. F. Sixtus, general traffic manager, Mohasco Industries, Amsterdam, N. Y. Why not, asks Mr. Sixtus, try "the better positive approach: 'What do we have to do to get your business?' "

Other Readers Say . . .

Give Sales Department A Stronger Voice

Cincinnati, Ohio

To the Editor:

As a railroad freight salesman, I have been extremely interested in your series, "What Shippers Think of Railroad Salesmen" (RA, Apr. 27, p. 15; May 25, p. 13; June 29, p. 14) and other pieces dealing with selling rail freight which have appeared in Railway Age during the past year. These articles are timely, intelligent and constructive, and you are to be commended for this contribution to the rail industry.

I have only one point to make: The full potential of the railroad traffic department will never be realized until management allows that department a stronger voice in running the company. Generally speaking, the rail industry is alone in its attitude that the sales department is the "luxury department," and should be treated as a necessary evil.

Railroad tradition seems to say that, wherever possible, the president shall be an operating man. Therefore, the operating department determines overall policy and schedule-making, and overrides traffic department proposals that could prevent loss of valuable revenue. In most cases, the operating department runs the show, and is not sympathetic or even cooperative with sales department problems. Only when there is a recession does the sales department come in for its share of responsibility, and that usually comes in the form of an exhortation to produce more traffic.

Freight Solicitor

'Real Remedy'

Cambridge, Mass.

To the Editor:

Your June Traffic Poll (RA, June 29, p. 14) quotes, as a renewed suggestion, that "rate department representatives call with salesmen occasionally."

This recalls the able rate officer (AFTM) who said he made no effort to get acquainted with shippers because he feared personal friendship would make it hard for him to deal with rate proposals objectively.

This was an extreme view, but there's another angle. Unless the rate department man who accompanies the salesman is on or close to the policy-making level, his call wouldn't be much help to the traffic manager in industry. Top-level rate men are so few in number that they couldn't make enough calls to accomplish anything.

The obvious answer is to increase the number of top-level men, but this would be merely a back-handed way of increasing the size of the sales force.

The real remedy is better briefing of salesmen in rate and policy matters. In this area, many railroad traffic departments have been deficient.

Southworth Lancaster

Vol. 2, No. 3

Railway Executive News

Published by SERVO CORPORATION OF AMERICA, Railroad Products Division
Copyright 1959 Servo Corporation of America
20-24 Jericho Turnpike, New Hyde Park, L. I., N. Y.

Duluth, Missabe & Iron Range Ry. to Install Patented SERVOSAFE® Hot Box Detective*

18th Major Road to Add Reliable, Time-tested, Infrared Safety Device

Another major American railroad has cracked down hard on the hot box problem. Plans to install the patented SERVOSAFE Hot Box Detective System have now been announced by the Duluth, Missabe & Iron Range Railway Co.

Purchase of the time-tested infrared detector by DM&IR marks the *eighteenth* leading Class I road in this country to hitch its safety and maintenance programs to this reliable safety device for spotting dangerously overheated journals.

DM&IR thus bolsters the growing list of "Who's Who of American Railroads" that has thoroughly proved the SERVOSAFE Hot Box Detective as an effective means for controlling the hot box problem. Both the New York Central and the Southern Railway have gone system-wide.

Out of the wealth of operating experience amassed since the first SERVOSAFE Hot Box Detective was put in operation on the New Haven lines three years ago comes a powerful and dramatic story. But the roots of the story stretch even farther back – to 1952, when Servo Corporation first approached the Baltimore & Ohio with the "big idea."

Testimony Attests to Detective's Success

Since then the testimonials have rolled in by the carload. Writing in the Chesapeake & Ohio Railway's 1958 Annual Report in which he indicated that tests have proved the SERVOSAFE system 100 per cent effective, M. I. Dunn, Vice-President of Operations, stated:

"We achieved new success in control of 'hot boxes'. . . I consider the Hot Box Detective to be one of the greatest aids to railroading in many, many years. By the end of 1959 we will have twelve of them at strategic points in the system."

The critical nature of the hot box problem plaguing rail transportation today is something every railroad man realizes—only too well! More than one-quarter of a billion dollars a year is spent for journal repairs alone. Hot boxes are reputed to be the biggest single cause of derailments. Millions of dollars are lost annually in damaged equipment, in road repairs, and in delayed and destroyed goods.

But compare yesterday's headlines with:

"Hot Box Problems Ended at Ayer, Mass."

"Seven Hot Boxes on Three Tank Cars Are Arrested by SERVOSAFE Detective"

"Each Arrest by Detective Saves $300, Reading RR Finds"

"Three Detectives Spot 1,000 Defective Boxes in 9-Month Period"

"Selective Servicing Cuts Set-Outs 92%, One Road Reports"

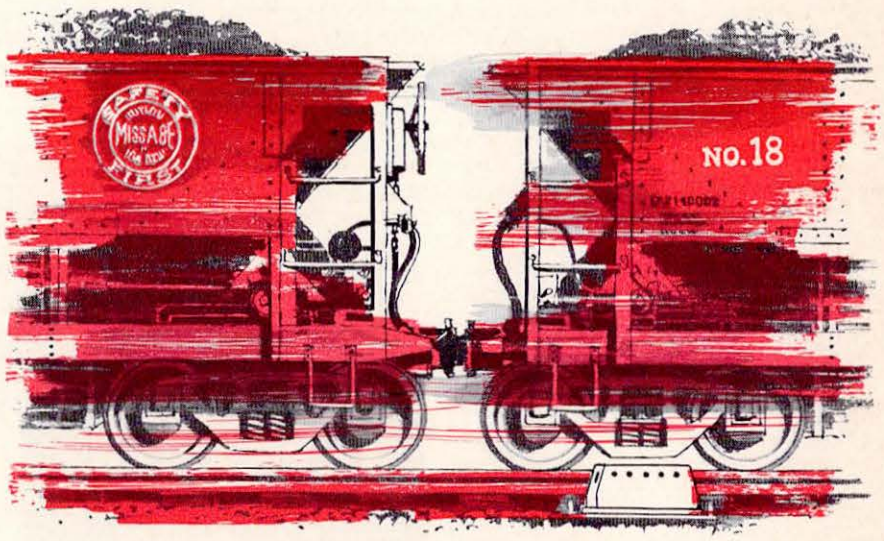
And these represent just a few of the many case histories obtained from the seventeen leading railroads which can attest to the success of the SERVOSAFE Hot Box Detective through *experience.*

Remote Recording, Automatic Alarms Stretch Detective's Flexibility; Provide Complete Systems for each Road

Proved in actual operation over the past six years, the patented SERVOSAFE Hot Box Detective today offers to railroads reliability coupled with the complete flexibility required to meet a road's individual problems. Carrier equipment, remote recording, automatic alarms—these plus other refinements provide for system expandability . . . without fear of obsolescence.

SERVOSAFE carrier equipment is now in operation on the Boston & Maine, transmitting reliable information on hot box conditions in trains more than 90 miles away. The Pennsylvania Railroad has expanded its Hot Box Detective System through the addition of automatic alarms. By fall of this year, the Louisville & Nashville Railroad will equip its entire Birmingham Division with six SERVOSAFE carrier systems plus automatic alarms.

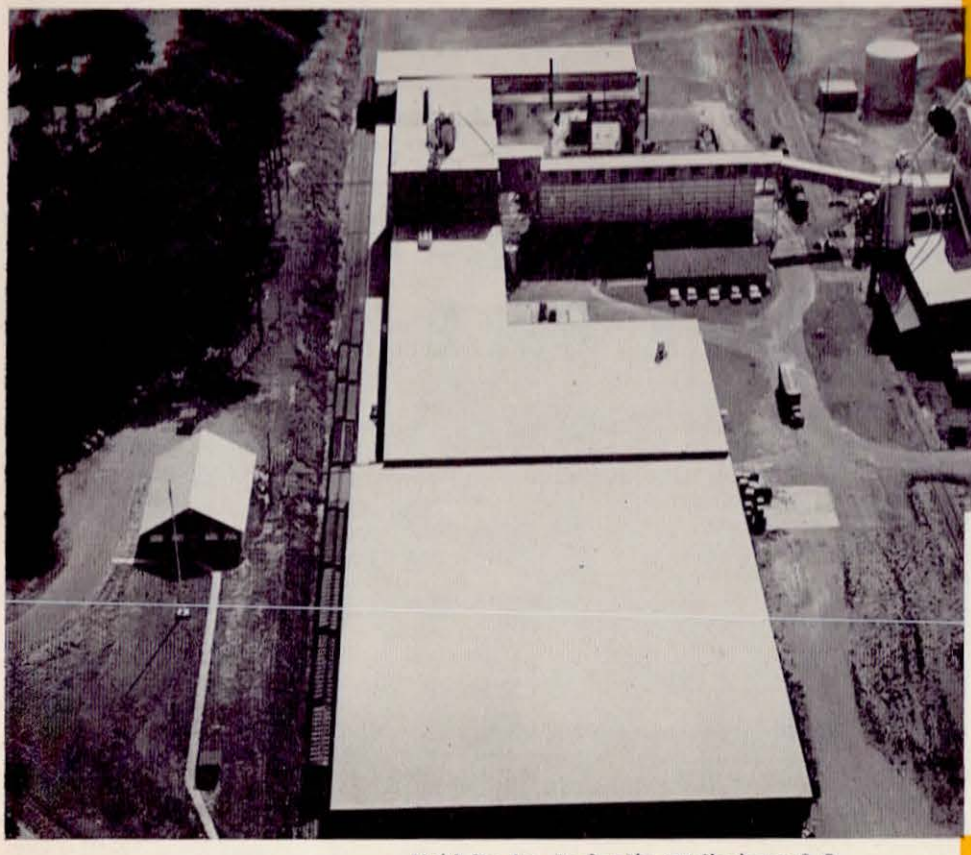
The revolution is over. A new order is established—a new order of reliability and flexibility for system expansion. It pays to play safe – SERVOSAFE – today.



*Protected by U.S. Patent #2,880,309
Other U.S. & Foreign Patents Applied For

Shippers Along the Coast Line

One of a series spotlighting the companies that work and grow along the Coast Line



Bird & Son, Inc., Roofing Plant at Charleston, S. C.

ROOFING BY THE MILE!

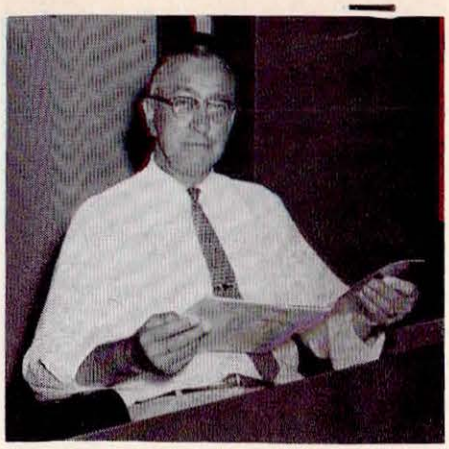
164 years ago a small paper mill was established on the banks of the Neponset River in Massachusetts. This was the beginning of Bird & Son, Inc., today one of the country's leading producers of roofing, insulation, floor, wall and counter coverings, and fibre containers.

Bird & Son currently operates 16 plants in nine states. The newest, a $2,500,000 roofing plant completed in Charleston, S. C., in 1954, houses the world's biggest asphalt roofing machine. 550-feet long, this machine produces miles of roofing rolls and shingles each year. Other facilities on the company's 96-acre site include offices, a laboratory, roofing cement plant, boiler plant, granule plant, machine shop, dry felt storage room and a one-acre warehouse. Rail sidings have a 50-car capacity with room for 20 cars alongside the shipping platform.

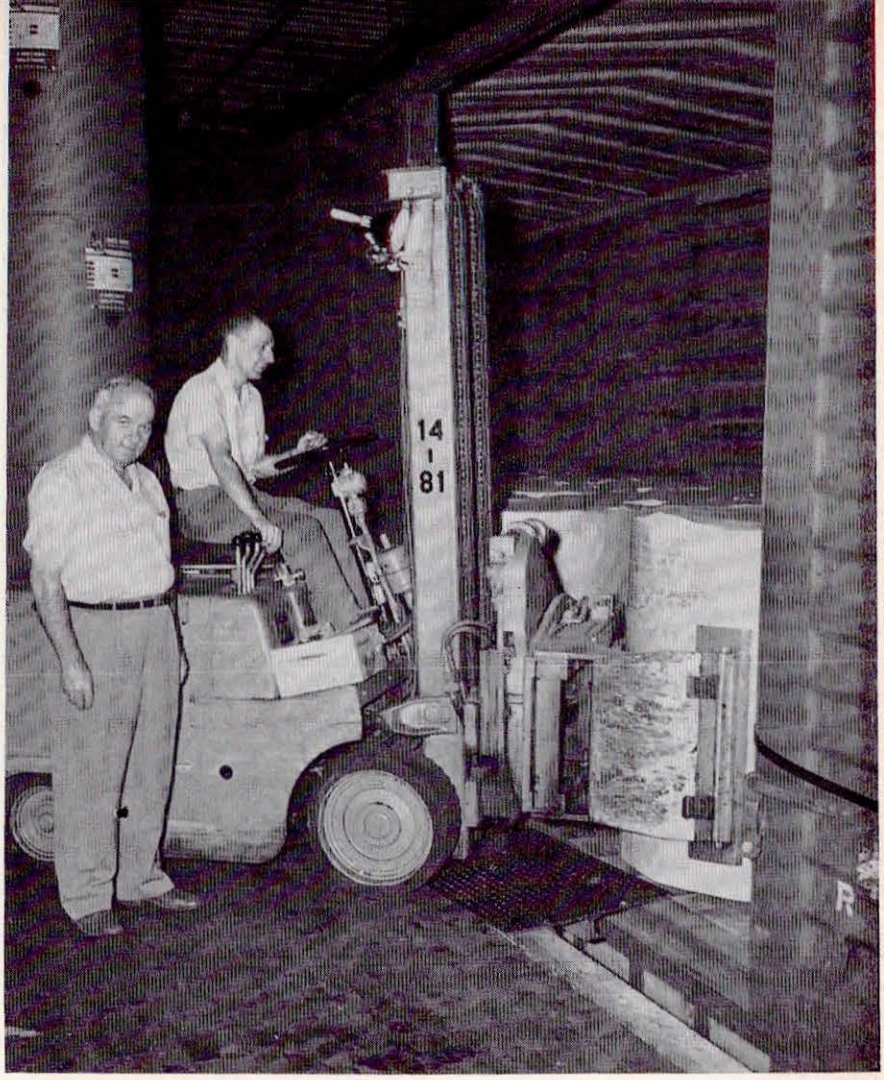
To maintain this huge facility efficiently and profitably, Bird & Son must have fast, reliable transportation. Understanding the shipping problems of our customers and solving them successfully is a specialty at Coast Line. How about your in-and-out freight problems? Need improvement? Then call on Coast Line . . . and do it soon!

ATLANTIC COAST LINE RAILROAD

Charles F. McDonald has been associated with Bird & Son for seven years and Traffic Manager at the Charleston plant since it opened. Active in traffic organizations which work for improvements in the field and the education of future traffic management, he is a past president of the Charleston chapter of Delta Nu Alpha, professional traffic fraternity. Commenting on the quality of the transportation services employed daily by his company, he says, "Bird & Son, Inc., is very satisfied with the transportation available, and the carriers are doing their part to help us grow in the expanding Southeast."



TRAFFIC MANAGER Lewis Wilbur is man responsible for winning for his company four Car Efficiency awards from Atlantic States Shippers Board.



PLENTY of good mechanical equipment, engineered for the job (note side clamps for handling paper rolls) is a major factor in Western's car-handling record. Man standing at left is Shipping Supervisor Richard DeForrest; truck operator is William Brown.

Here's How to Handle Cars

Efficient shipper use of freight cars is neither mysterious nor difficult—if, that is, the shipper has the right ingredients and uses them in the right way.

Ask Lewis Wilbur, traffic manager of Western Printing & Lithographing Co.'s big plant at Poughkeepsie, N. Y., what those ingredients are, and he'll tell you there are five:

- Adequate and efficient equipment for loading and unloading;
- Ample space for storage of both inbound and outbound material;
- Careful control of operations;
- A clean commodity; and
- "A darn good crew."

Mr. Wilbur's recipe is worth attention, because his plant is a four-time winner of the car efficiency awards made every four months by the Atlantic States Shippers Advisory Board to those of its members who have outstanding records for fast demurrage-free release of freight cars, in clean condition. (Three of Western's awards have been won in the 201-500-car category; one in the above-500-car group. Its traffic is too heavy for it to qualify in the board's under-200-car class.)

Western Printing is fortunate, Mr. Wilbur concedes, in having to handle only "clean" freight; 99% of its inbound tonnage is paper, in rolls or on skids, or semi-finished material from the company's other plants. Most of its outgoing freight shipments are semi-finished printed matter to other company plants, or baled waste paper. (Completed pocket-size books and magazines go chiefly by mail cars.)

But, in Western's case, type of freight is only part of the car efficiency story. The rest lies in such factors as:

- Availability of modern mechanical equipment—standard fork-lift trucks, or lift trucks with side-clamp attachments, mostly Clarks—for unloading and loading, plus ability and willingness to work from two to four trucks on from one to three shifts.
- Chance to unload every car as it is received, thanks to plenty of space for storage, especially of inbound paper. A large part of the plant's floor area—over 600,000 sq ft—is devoted to that purpose. And because of ceiling height and high-lift trucks, paper rolls can be stacked three and four high. Thus, unloading of cars never has to be delayed until storage space becomes available.
- Experienced handling crews, working under the close and constant direction of veteran shipping supervisor Richard DeForrest.
- Simple, but accurate and up-to-the-minute records of cars received and shipped.

Actually—and somewhat amazingly in the light of its performance—Western uses only three types of car record. And the shipping supervisor keeps them all, in pencil, on ordinary columnar paper.

One is an inbound car record, showing car initial and number; date shipped; origin; contents; date reported in; date ordered in; date placed; date unloaded; date entered on receiving report; and initials of railroad personnel notified when the car is made empty. The second record lists outbound freight cars. It includes car initial and

CARS CAN BE UNLOADED—or loaded—at any time, because all three sidings at Western's Poughkeepsie plant are covered, lighted, heated.

number; contents; destination and consignee; date ordered in; date placed; date shipped; seal numbers; and initials of railroad personnel notified when car is ready for movement. The third record, of outbound loaded mail cars, shows car initial and number; destination; and dates when the car was placed, loaded and shipped.

With these simple but effective records, the Poughkeepsie plant, last year, handled 1,188 loaded freight cars inbound; dispatched 124 loaded cars of freight and 292 of mail, for a total of 416. This year, to date, traffic has been a little heavier—531 loaded freight cars inbound through May 31, and 87 freight cars and 105 mail cars loaded outbound up to the same date.

Three Plant Sidings

All cars, both in and out, are handled over three plant sidings, one holding seven 40-ft cars and two holding five 40-ft cars each. That all sidings are in covered, lighted and heated areas is a big advantage—loading and unloading can be carried on at any time and in any weather. But that advantage is at least partly offset by the fact that traffic flow isn't entirely even; combined capacity of the three sidings is only about half the 25 or 30 loaded cars that may be available for spotting at the plant on any given Monday morning. At times like that, number of unloading crews and number of working shifts may be temporarily increased, and the serving railroad—the New Haven—may be asked to make two switch moves instead of the usual daily one.

Rail freight accounts for about 90% of all material brought into the Poughkeepsie plant. Most of it follows long-established routes from such diverse paper supply points as Gatineau, Three Rivers and Shawinigan, Que.; Kapuskasing and Iroquois Falls, Ont.; Berlin and Bennington, N. H.; Cumberland Mills and Madawaska, Me.; Glens Falls, N. Y.; Tyrone, Pa.; Watervliet, Mich.; Luke, Md.; West Carrollton, Ohio and Lewiston, Idaho.

Service, says Mr. Wilbur, is generally "excellent." Schedules are well maintained. Damage claims have dropped sharply since the company went back, about six months ago, to "solid" loading of rolled paper, i.e., filling the cars to capacity instead of leaving empty space in the doorways. And car supply is no problem. Even though many inbound cars of Canadian ownership can't be used for general outbound loading, the number of incoming cars so far exceeds the number shipped there are always plenty available.

On outbound material, the ratio is roughly reversed—10% by rail freight and 90% by mail, rail express, truck or air. Mr. Wilbur says he "likes rail"—but like any other industrial traffic manager, he has to satisfy his customer. So he uses whatever method is best for the particular job at hand—and looks forward to the day when the various modes of transportation will "realize there's room for all, stop fighting each other, and begin to work together."

Special PO Crew

Meanwhile, Western uses second and fourth class mail, shipped in full cars with loading supervised by a special post office crew permanently stationed at the plant. It trucks additional mail to the Poughkeepsie post office—3,000,000 lbs last year and possibly 8,000,000 this. It uses rail express—the REA has a commodity rate on books out of Poughkeepsie largely to handle Western's tremendous volume. It uses common carrier trucks—and a few private trucks, to New York, Boston, and other company plants. It uses forwarders, air freight, air express and air forwarders. Air, says Mr. Wilbur, works well outbound; less well inbound. It takes two to three times as long to get by ground to Poughkeepsie from New York metropolitan airports as it does to get by air to the airports from, say, Milwaukee. About the one available type of transportation Western doesn't use to any great extent is rail LCL. That, says Mr. Wilbur, not too happily, is "impossible."

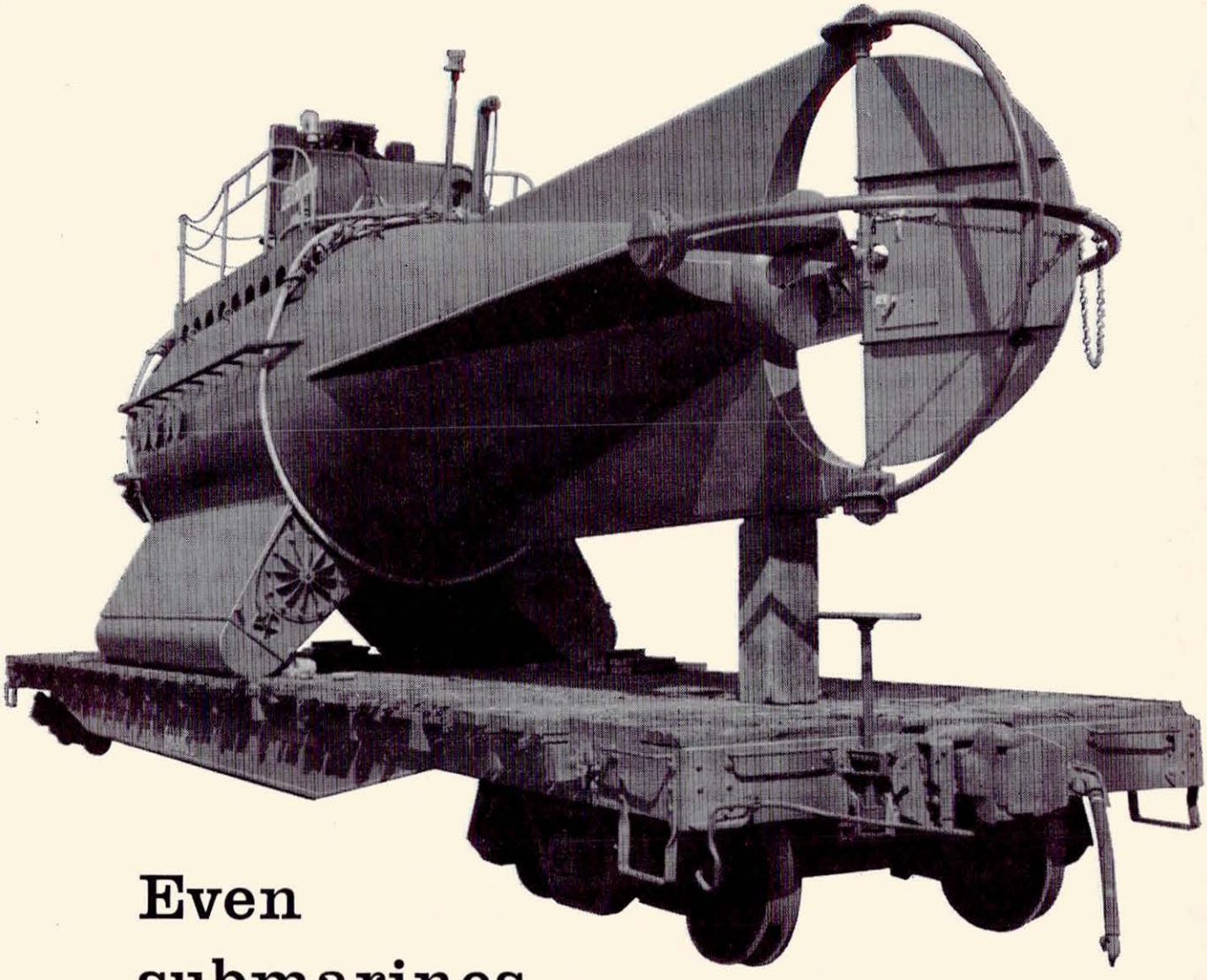
Printer and Publisher

The Poughkeepsie plant is one of six operated by Western Printing & Lithographing. Others are at St. Louis and Hannibal, Mo.; Aurora and Mt. Morris, Ill.; and Racine, Wis., which is also company headquarters.

The company is both a printer and a publisher, i.e., it prints commercially for other publishers and other industries, and develops its own material for publication and sale. Its contract work includes all types of commercial printing. The Poughkeepsie plant, for example, prints Esso road maps, sales brochures for Ford and other big industrial companies, Dell pocket-size books, and children's comic books of the better type—such as those of Walt Disney and others of the same caliber.

Self-developed material includes such ambitious undertakings as a 16-volume children's encyclopedia. Each plant operates as a virtually independent unit. Company sales in 1958 totaled $85 million; this year they are estimated at $100 million.

Mr. Wilbur himself began his transportation career in the mid-Hudson valley, with the New York Central, but has been Western's traffic manager at Poughkeepsie since its plant there was established in 1934. His assistants in the Traffic department are Joseph Maher and John Touponse.



Even submarines take the train

A baby submarine that shoots pictures—not torpedoes—recently moved out of Los Angeles on a 3,000-mile maiden voyage, but by *rail,* instead of by sea.

Southern Pacific carried the 92,000-pound craft, named the *Cetacean,* as far as New Orleans, two thirds of the way on its land journey to Miami. Believed to be the only submarine ever built for undersea photography, the *Cetacean* is now berthed at Nassau and operates in crystal-clear Bahamian waters as a motion picture and television stage for oceanographers.

But the most interesting thing to us about the *Cetacean* is the way its story illustrates once again the ever-present vital need for rail transportation and, also, our ability to move unusual freight—whether extra tall, wide, long or heavy—promptly and efficiently.

Southern Pacific, for one, likes these tasks that test our stuff.

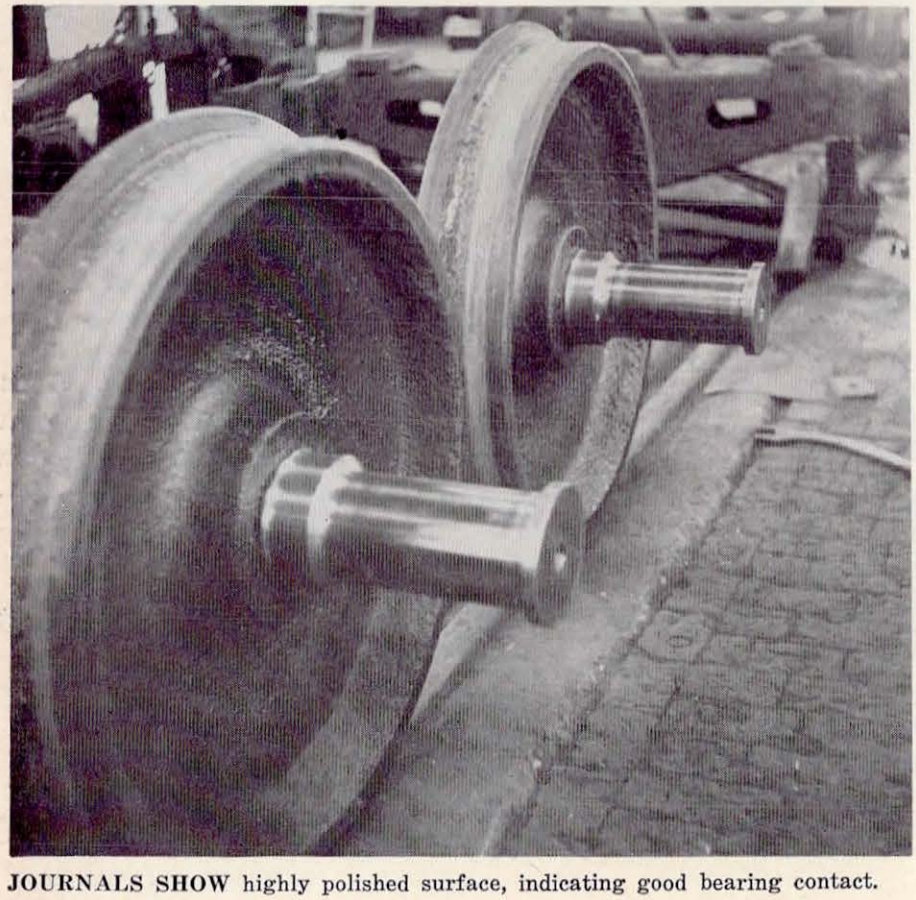
Southern Pacific

serving the West and Southwest with

TRAINS • TRUCKS • PIGGYBACK • PIPELINES

BEARING, STOPS AND WEDGE from WCLX 9592 after 58 months service. This assembly is typical of all the others.

Stops Boost Car Performance



JOURNALS SHOW highly polished surface, indicating good bearing contact.

Restraining journal movement in the box goes hand-in-hand with good bearing performance.

This contention of Wilson Car Lines has been substantiated, it says, by performance data bringing up-to-date its 1958 report on Wilson refrigerator cars equipped with journal stops and lubricators (RA, April 21, 1958, p. 30).

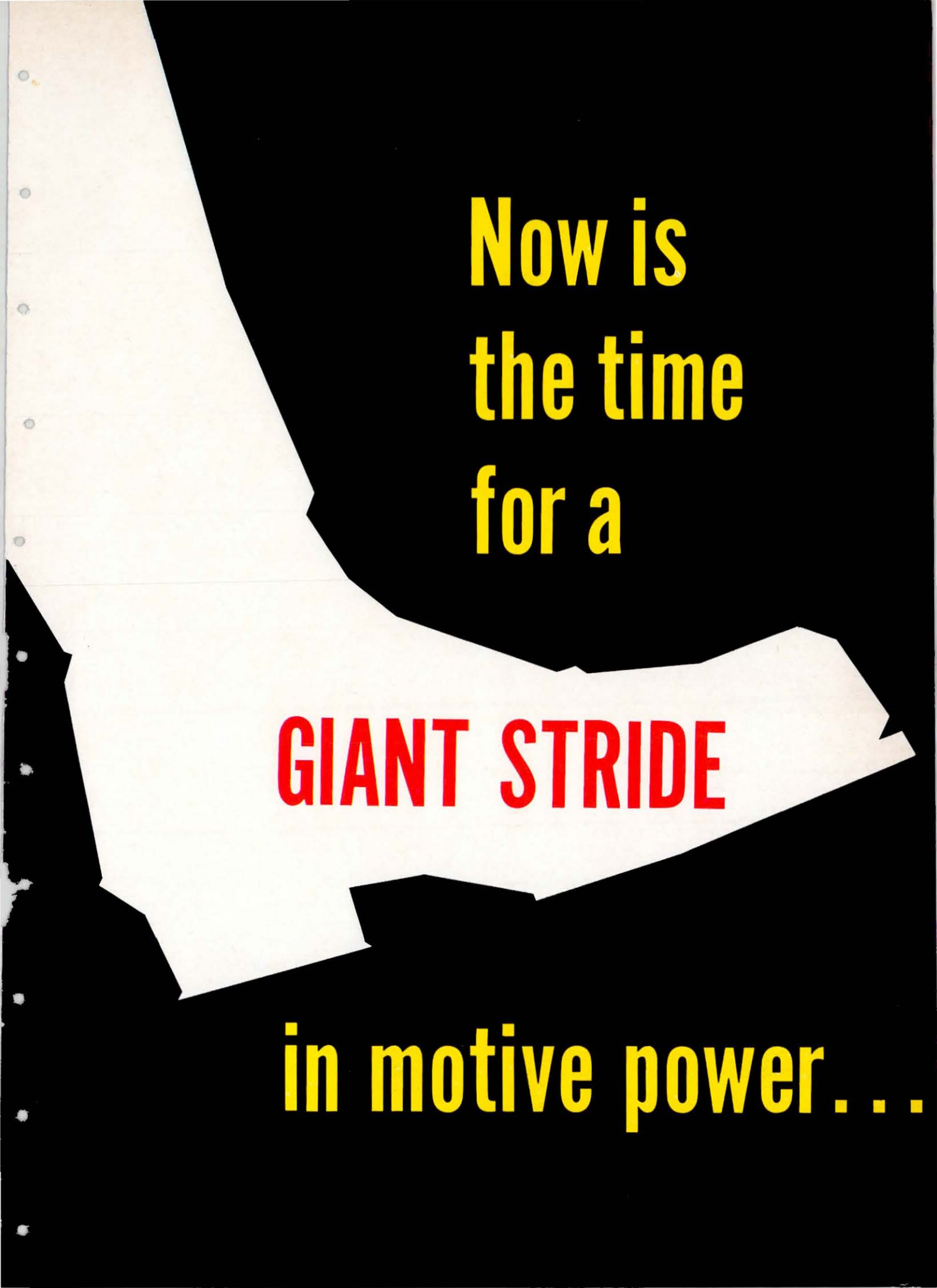
During 1957 and 1958, 800 new steel refrigerator cars equipped with Magnus R-S journal stops and Jeffers lubricators were placed in service. Through May 1959, the cars traveled 48.5 million miles, with only four railroad cut journals reported. The average of one cut journal per 12.1 million miles is an increase of 2.1 million over the average reported last year.

Bearing-Wheel Life Equal

Five cars equipped with the same stops and lubricators in July 1954 have made over one million miles in 58 months of service with only the two cut journals reported last year. One of the five, WCLX 9592, was recently inspected after 194,633 miles. (For mileage records, see table 1, p. 55.)

As a result of the inspection, Wilson officers believe bearing life on the five cars can reasonably be expected to

(*Continued on page 55*)


Now is
the time
for a
GIANT STRIDE
in motive power...

TWO NEW SERIES OF GENERAL MOTORS LOCOMOTIVES

The most significant developments in diesel locomotives since 1945 . . .

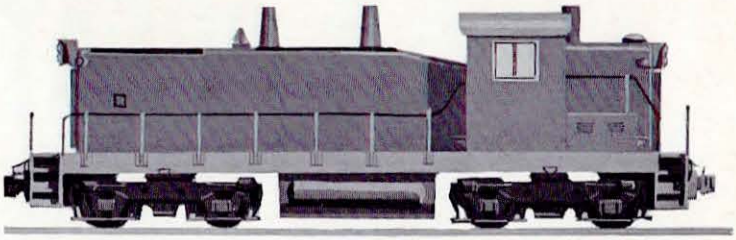
Not since the introduction of the General Motors wide-range F3 locomotive in 1945, has Electro-Motive made an announcement of such significant economic importance to American railroads.

Two new locomotive series have been designed to save railroads millions of dollars in maintenance and operating costs while meeting changing requirements that demand movement of greater tonnage at higher speeds. Great emphasis has been placed on cost reduction. Man-hours of scheduled maintenance have been sliced more than half . . . specific fuel consumption improved 5 to 10 per cent . . . major components given a longer service life.

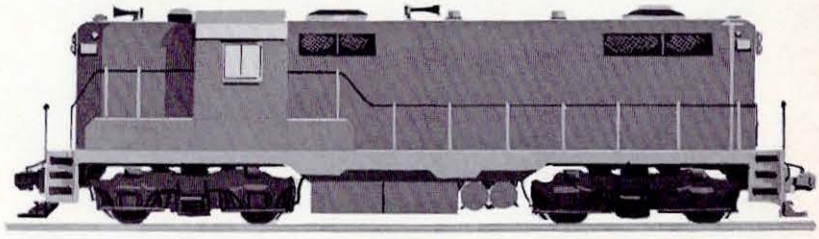
More horsepower in the new turbo-charged series will permit faster scheduling, or hauling the same tonnage with fewer units.

That these new locomotives can save millions of dollars annually, brings out the near revolution in locomotive design and manufacture that has taken place at Electro-Motive. Perhaps most significant, the dramatic improvements in all Electro-Motive's major components are available in replacement locomotives at low unit investment. For details, see the following pages.

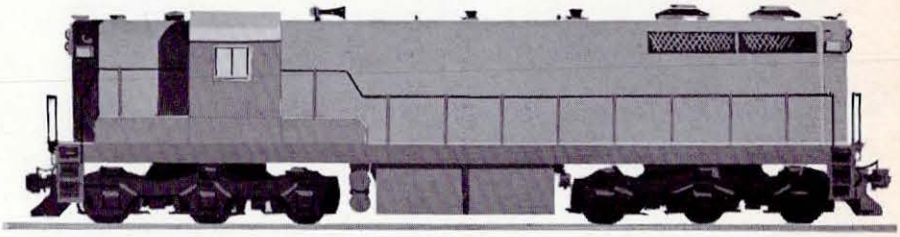
NORMALLY ASPIRATED SERIES



RS-1325

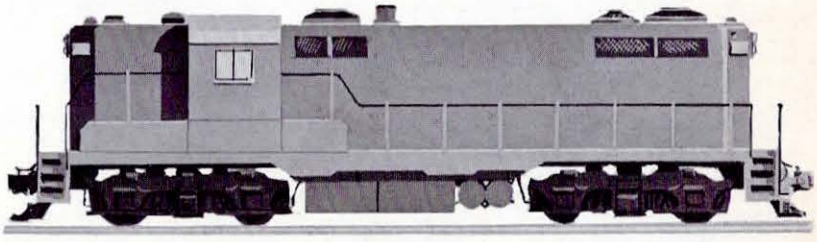


GP-18

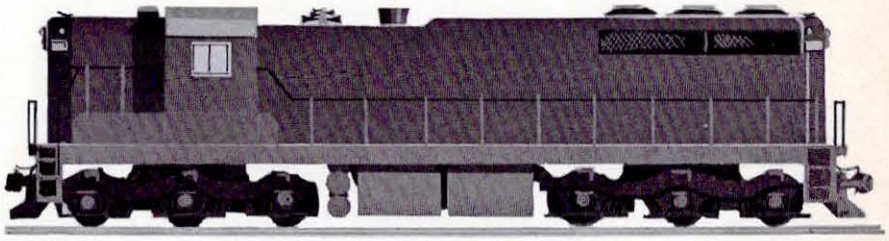


SD-18

TURBO-CHARGED SERIES



GP-20



SD-24

GREATER POWER

GP-20

Turbo-charged General Purpose unit with the 567D-2 2000 horsepower engine.

The new turbo-charged series—GP-20 and SD-24—fill the need on those roads where extra capacity and speed are required to operate faster schedules, or haul the same tonnage with fewer locomotives. Importantly, the turbo-charged series gives additional power and capacity at even lower operating costs.

The new Electro-Motive designed turbo-charger provides three distinct advantages: increased power, lower specific fuel consumption, and delivery of maximum engine power over a wide range of altitudes. Under test in actual service conditions,

NEW FUEL SAVINGS

SD-24

The SD-24 is the turbo-charged version of the six-motor Special Duty locomotive. Its 2400 horsepower and high initial tractive effort make it ideal for heavy grade hauls.

the turbo-charged 567D engine maintained full output at over 8,000 feet altitude.

One of the major cost reduction features common to all of the new locomotives is a dirt-proof magnetic electrical control cabinet. Switchgear in this cabinet is operated electro-mechanically, all air pressure has been eliminated from the control system. With these improvements, the cabinet is now sealed and scheduled maintenance eliminated.

60% REDUCTION IN

GP-18 1800 horsepower General Purpose locomotive. Unit contains the new 16-cylinder 567D-1 engine with a 20:1 compression ratio.

More than thirty specific new maintenance-saving features have been incorporated in both new series of locomotives. As a result, man-hours of scheduled maintenance requirements have been cut 60 per cent.

The normally aspirated series employs the new 567D-1 engine which, with a new 20:1 compression ratio, provides a reduction in specific fuel consumption at full load of approximately five per cent compared with the 567C engine with a 16:1 ratio.

Maintenance savings, fuel savings—these are all in

SCHEDULED MAINTENANCE

SD-18

Special duty 6-motor unit designed for high initial tractive effort with low axle loading. Unit also features the new 1800 horsepower 567D-1 engine.

addition to the higher horsepower, increased reliability and extended life of major components to be found in these new models.

The RS-1325 is a new 1325 horsepower road switching locomotive with space for a steam generator for passenger train heating. It is equipped with "Flexi-coil" trucks and roller bearings and is specifically suited for branch line, terminal, and suburban service.

RS-1325

Unit contains a 12-cylinder, 1325 horsepower version of the 567D-1 engine. Short hood behind cab contains steam generator for train heating.

THE 567D ENGINES

. . . increased power, lower fuel consumption

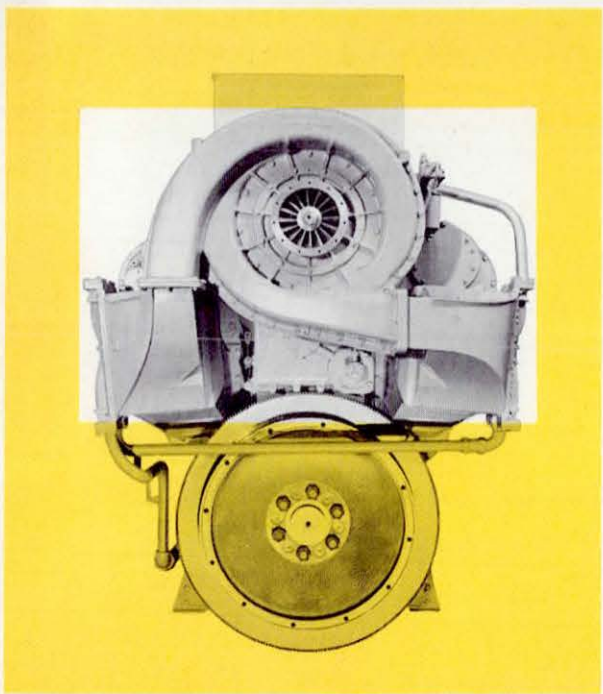
These are the redesigned engines responsible for the greater capacity and fuel savings available in the two new series of General Motors locomotives. More than four years have gone into their development.

A long list of improvements have been incorporated to give these engines even more stamina, reliability and lower maintenance than their famous long-lived predecessor, the General Motors 567C engine.

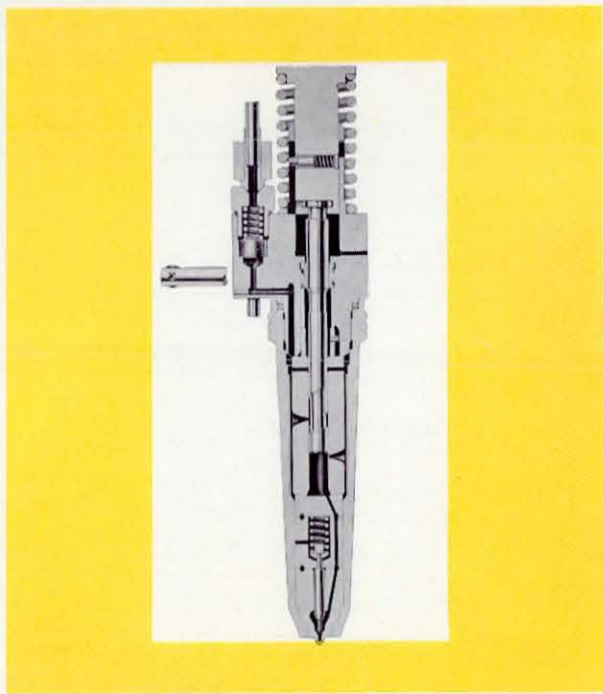
Each of the new engines conforms to the same fundamental design, whether normally aspirated or turbo-charged. As a result, the normally aspirated 567D-1 engine, made to turbo-charged standards, is an engine of outstanding durability and low maintenance. The 20:1 compression ratio of this engine plus the new Electro-Motive needle valve injector combine to reduce specific fuel consumption five per cent.

The Electro-Motive turbo-charger, unlike conventional super-chargers, operates efficiently at low and high engine speeds. This feature is especially important for starting, low loads and acceleration. In addition, the turbo-charger imparts important fuel economy (up to 10% reduction in specific fuel consumption at full load) and permits the engine to operate at full output over a wide range of altitudes.

Continual improvement of major components has long been an Electro-Motive policy. These new engines represent more than thirty years of Diesel engine development. They are the finest expression yet of the General Motors 567 series—more powerful, more economical and even more reliable.



New turbo-charger is Electro-Motive designed and developed. Unit operates from engine gear train at low engine speeds, from exhaust turbine at high speeds. Combination drive provides adequate air supply at all operating levels. Turbo-charger maintains rated engine output in high altitude operation.

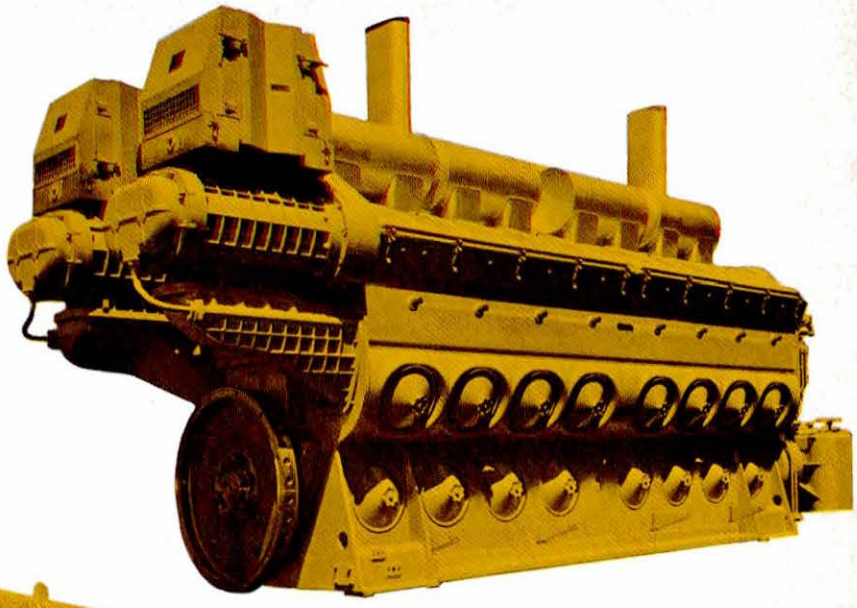


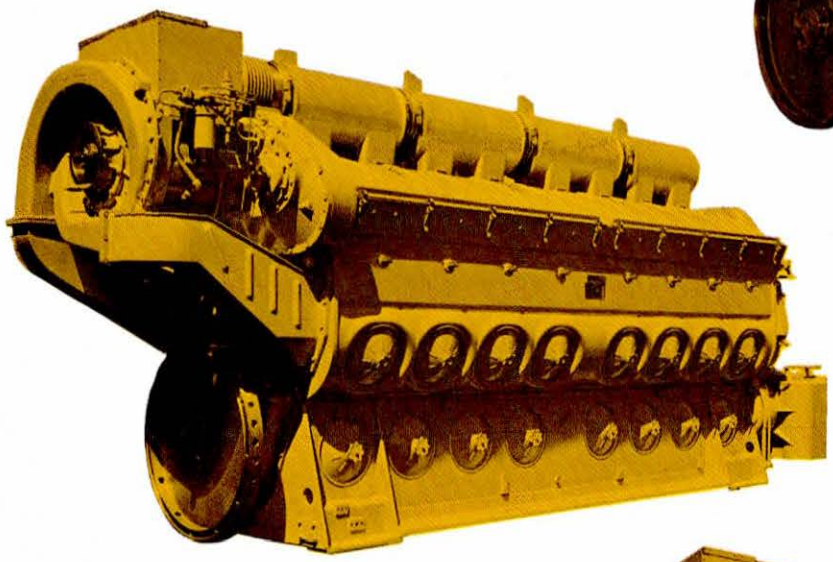
New needle-valve injector gives better fuel atomization and eliminates after dribble, both factors to improve specific fuel consumption. Electro-Motive developed, the new injector is standard on all 567D engines. It is also applicable to earlier General Motors 567 series engines and present spherical valve type injectors can be converted to the new type.

567D-1

Normally aspirated

1800 tractive horsepower, 20:1 compression ratio. For application in the General Purpose GP-18, the Special Duty SD-18. A 12-cylinder version of this engine is used in the RS-1325 locomotive.





567D-2

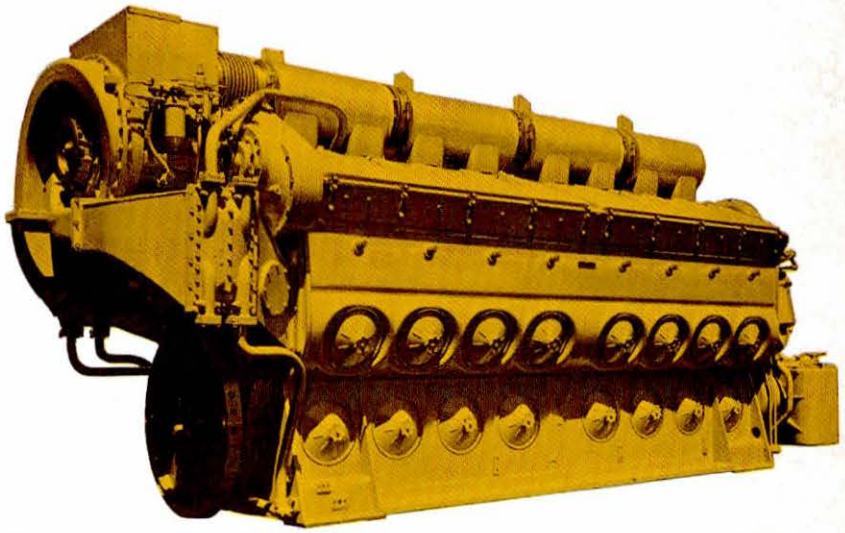
Turbo-charged

2000 tractive horsepower, 14½:1 compression ratio. For application in the General Purpose GP-20 locomotive.

567D-3

Turbo-charged

2400 tractive horsepower. 14½:1 compression ratio. For application in the six-motor Special Duty SD-24 locomotive.



NOW, YOU CAN REPLACE YOUR OLD LOCOMOTIVES WITH MOTIVE POWER CONTAINING ALL THE ADVANTAGES OF THE NEW LINE—AT MUCH LESS THAN NEW LOCOMOTIVE COST

Greatly Expanded Opportunity for

LOCOMOTIVE RENEWAL

All the advantages of the new General Motors locomotives can be obtained by turning in old units for new model replacement locomotives that contain certain remanufactured components. This is Electro-Motive's "Locomotive Renewal Plan"—a program that will bring to railroads:

- **Savings from fleet modernization approaching original return from Dieselization**
- **Additional capacity—the equivalent of many more locomotive units**
- **Retirement of costly older power, yet taking full advantage of the equity in the old units**

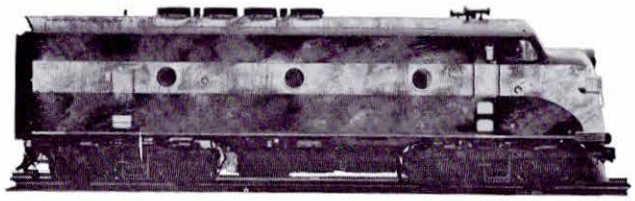
It's the economic advantages of Dieselization all over again.

Savings in Electro-Motive's

PLAN...

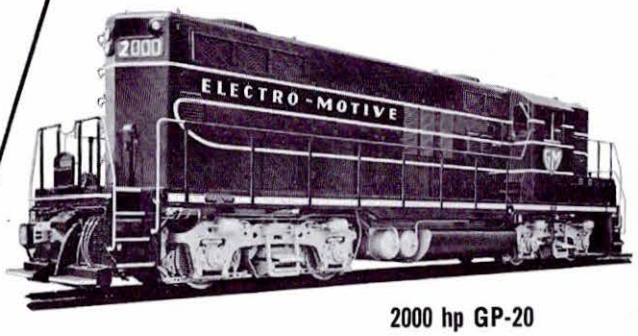
for example:

TURN IN THIS



1500 hp F3

AND GET THIS



2000 hp GP-20

AND ACHIEVE THESE RESULTS:

- 33⅓% increase in locomotive horsepower
- 60% reduction in scheduled maintenance
- 7½% improvement in specific fuel consumption
- 10% *reduction* in price of the replacement GP20
- *Plus* $47,000 (or more, depending upon its condition) for the old F3!

For details on what the locomotive renewal plan can do for your railroad, contact your Electro-Motive representative.

The most significant developments in Diesel locomotives since 1945...

(announcement begins 12 pages forward)

Not since the introduction of the General Motors wide-range F3 in 1945, have there been so many significant advancements in Diesel locomotive operation and performance as in the two new General Motors locomotive series.

More than thirty specific new or improved items are included in the new locomotives. Each of these contributes in some measure to the higher performance, lower maintenance, increased reliability of the new series.

Listed below are some of the more important new model advancements:

- New electro-magnetic control equipment
- New, improved D47 traction motor
- Roller switch type controller
- Narrow window motor support bearing, axle cap, and lubricator assembly
- Improved main generator insulation and grease-sealed armature bearing
- New constant pressure brushholder assembly for auxiliary generator, alternator, and load regulator
- New gear case and seal assembly
- 26L air brake equipment
- Water-cooled air compressor
- Automatic reservoir drain valve
- New air compressor coupling
- Panel type oil bath engine air filter
- Seven element lube oil filter
- New fuel filtering system
- New piston and ring combination
- New cylinder liner pilot and seal assembly
- New piston pin, carrier, and bearing assembly
- New camshaft profile
- New lube oil cooler baffle
- New coil spring design accessory drive gear
- Flexible couplings eliminating rubber hose connections
- 48-inch engine cooling fans replacing 36-inch fans

GENERAL MOTORS LOCOMOTIVES

ELECTRO-MOTIVE DIVISION
GENERAL MOTORS

LA GRANGE, ILLINOIS • *HOME OF THE DIESEL LOCOMOTIVE*

In Canada: General Motors Diesel, Ltd., London, Ontario

(*Continued from page 42*)

last for the duration of wheel life. All Satco-lined bearings in car 9592 were found in serviceable condition and reapplied in their respective box positions (Table 2). The wedges, also returned to service, were in good condition and had plenty of lubrication, top and bottom.

The bearings had uniform parallel bearing area on the journal. In some instances, considerable force was required to break the oil film in removing the bearing from the journal, indicating substantial surface area contact. The use of second-hand axles in the original application, plus standard bearing length, may have had some effect on the wear at the fillet end of the bearing. A recent check of some of the 300 car sets of pre-war length bearings applied to new WCLX cars in 1957 showed no evidence of wear on the fillet.

Range of Tread Wear

Tread wear on the originally applied 1-W wrought steel wheels ranged from 5/16 to 7/16 in.

The maximum wear on the face of the inside R-S journal stops was 1/16 in. and 1/32 in. on the face of the outside stops. A few inside and outside cap bolts were loose. All stops were reapplied. The original Jeffers lubricators applied were removed in January 1956 and replaced with the bolted design type. Six of the eight at this inspection were to be cleaned and reapplied. The lubricators in boxes R-3 and R-4 were renewed because of torn felt, probably caused by a pointed packing iron. The L-4 lubricator also had the flat steel spring broken near the bolting location.

There was considerable loss of oil from the rear of all journal boxes. The rubber dust guards appeared to be in good condition except at the L-1 location, where the bellows were torn at the bottom.

TABLE 2—JOURNAL BEARING DATA, WCLX 9592

BOX LOCATIONS	JOURNAL CONTACT SURFACE	END WEAR COLLAR	END WEAR FILLET	CONDITION OF LINING METAL
R-1	Good	Nil	1/32	Squeezed out very slightly at fillet end
R-2	Good	Nil	1/32	Squeezed out very slightly at fillet end
L-1	Good	Nil	1/32	Good
L-2	Good	Nil	1/32	Squeezed out very slightly at fillet end
R-3	Good	Nil	1/16	Squeezed out slightly at fillet end
R-4*	Good	Nil	1/16	Squeezed out at fillet end
L-3	Good	Nil	1/16	Squeezed out slightly at fillet end
L-4*	Good	Nil	1/16	Squeezed out slightly at fillet end and flowed slightly at collar end due to the journal bearing pocked and pitted as a result of improperly locating ground wire while performing electric welding.

** Lining metal was trimmed on these bearings before returning them to service.*

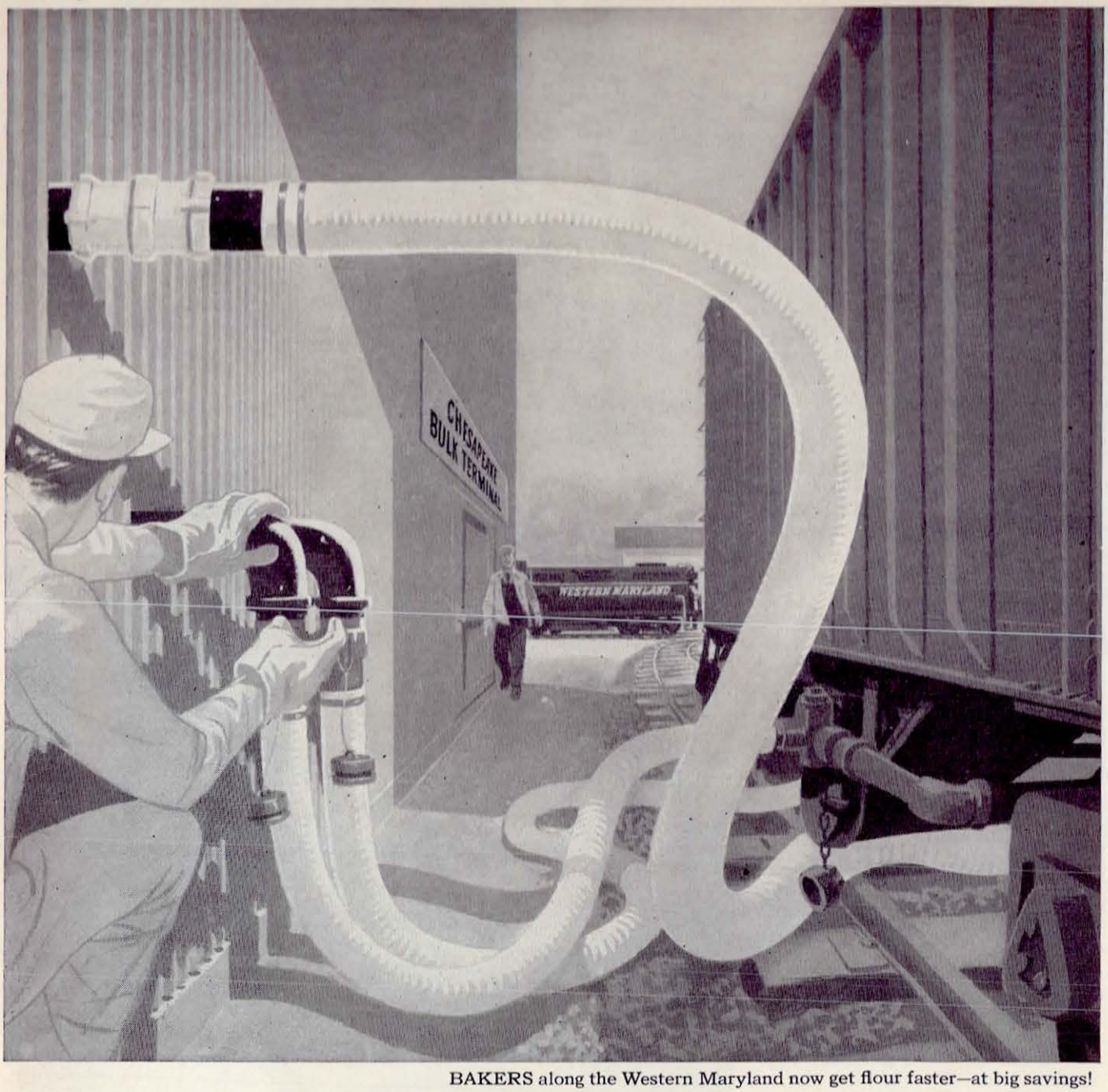
THESE JEFFERS LUBRICATORS were cleaned and reapplied.

TABLE 1—MILEAGE ON R-S JOURNAL STOP CARS

CAR NO.	WHEELS	1954	1955	1956	1957	1958	1959*	TOTAL	REMARKS
9592	IWW	17,123	45,430	45,456	43,199	32,095	12,863	196,166	No cut journal or wheel removal
9593	IWW	17,776	36,651	52,681	44,625	39,872	11,536	203,141	One cut journal #1
9594	IWW 1&2 CS 3&4	22,100	40,485	51,556	35,591	34,262	11,689	195,683	No cut journal. 1 brg replaced @ B.I., L-3 4/2/58
9595	CS 1&2 IWW 3&4	16,074	58,536	52,657	42,180	31,269	12,979	213,693	One cut journal #3
9596	IWW 1&3 CS 2&4	12,071	36,832	53,813	46,189	37,790	16,478	203,173	2 brgs replaced @ B.I. R-2, L-3, 4/2/58. 1 pr. IWW wheels, position #1 a/c defective

* Through May

Total Miles 1,011,856



BAKERS along the Western Maryland now get flour faster—at big savings!

How the Western Maryland helps bakers slice bread costs

A completely new system of flour handling is now cutting costs for bakers in eastern states.

Heart of the system is a great new public bulk flour warehouse in Baltimore – the first of its kind in the country. Here all flour is blown through pneumatic tubes – from special air-slide hopper cars into large enclosed bins.

From this new storage center flour goes swiftly in airtight hopper trucks to bakers in the surrounding 4-state area. Bin-to-truck and truck-to-bakery – all handling is pneumatic.

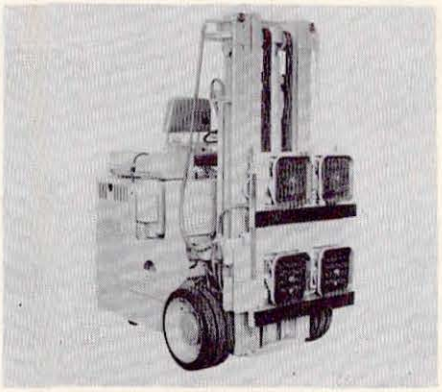
Gone is the cost of handling bags over and over again – and the cost of the bags themselves. Savings run as high as 21¢ per hundredweight! And with flour available so quickly nearby, bakers can now eliminate large plant flour inventories and release valuable floor space.

In the speedy development of this money-saving flour operation, Western Maryland Railway people have helped importantly—through their close acquaintance with bakers in the area.

As with many new, progressive distribution methods, this modern railroad was in at the beginning.

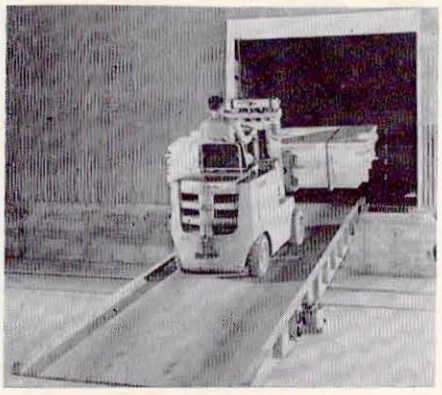
300 St. Paul Place, Baltimore 2, Md.—Short Cut for Fast Freight

New Products Report



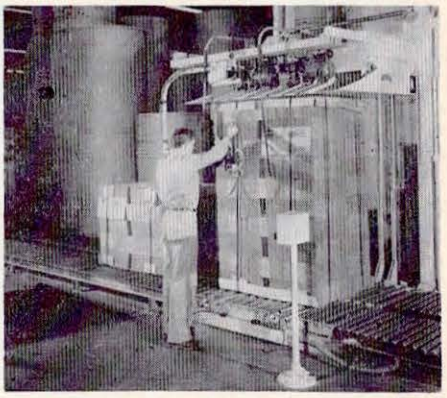
'Vacuum Lift' Truck

A vacuum-powered attachment for industrial lift trucks simplifies the handling of large cartoned goods such as major home appliances. By suction gripping of as many as four cartons at a time, the vacuum attachment eliminates need for pallets or other carrying devices under the material. Each of four 12 in. by 12 in. vacuum cups averages 10 psi of pressure. *Yale & Towne Manufacturing Co., Dept. RA, 11,000 Roosevelt blvd., Philadelphia.*



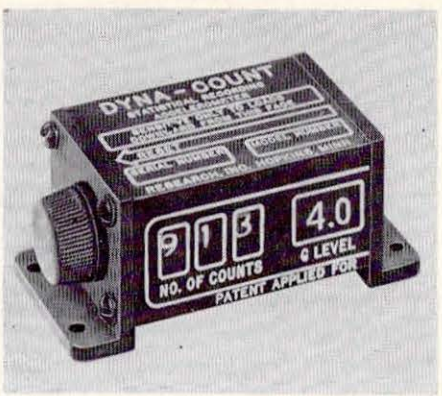
Loading Ramp

A new all-steel ramp for use in yards and warehouses has a load capacity of 15,000 lbs. It is rolled into position on 16-in. rubber-tired wheels which are raised and lowered hydraulically. So inclines will never exceed 10%, the ramp is available in lengths from 25 to 36 ft. Deck is 70 in. wide, with checkered steel plate surface and side stringers to guide truck operator. *Elizabeth Iron Works, Dept. RA, P. O. Box 360, Elizabeth, N. J.*



Strapping Presses

New compression strapping machines are designed to compress and strap paper, multiwall bags, textiles and knocked-down corrugated cartons into compact, solid, stable bales that cost less to handle, store and ship. The machines are available with basic compression capacities of 6,000 and 16,000 lbs, and for loads up to 84 in. high, 72 in. long, and 65 in. wide. *Signode Steel Strapping Co., Dept. RA, 2600 North Western ave., Chicago 47.*



Shock Recorder

Dyna-Count is a low-cost instrument for recording mechanical shocks such as those experienced by freight cars in a switch yard, or by shipping containers dropped or jostled in transit. It counts the number of shocks which equal or exceed a factory preset G-level. Measuring 2-13/16 by 1-3/8 by 1-3/16 in., it can be mounted on any flat surface, or hidden in shipping containers. *Research, Inc., Dept. RA, 115 No. Buchanan, Hopkins, Minn.*

Oversize Straddle Carriers

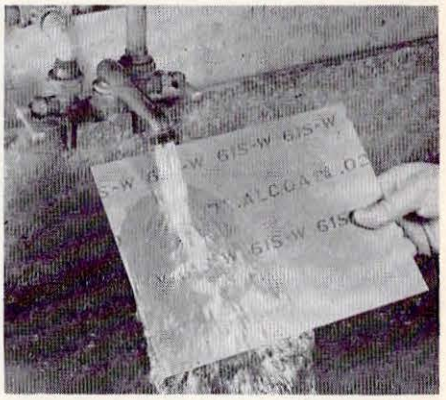
Oversize straddle carriers capable of lifting cargo containers on to or off of railway flat cars or flatbed highway trucks have been developed by two major manufacturers of industrial materials handling equipment as an aid to development of container service.

One, the Clark Series 500 "Van Carrier," has a capacity of 50,000 lbs; can carry and stack two high containers 8 ft high, 8 ft wide and 24 ft long. With slight modifications, it will handle containers 4 to 9 ft high and 8 to 40 ft long. It can lift containers from either bottom or top.

The other, developed by Hyster for Hawaii's Oahu Railway & Land Co., has a capacity of 40,000 lbs; can handle containers 8 ft wide, 8½ ft high and 24 ft long. A special hoist frame on the truck uses hydraulically-operated hooks to lift containers from the top.

Clark Equipment Co., Industrial Truck division, Dept. RA, Battle Creek, Mich.

Hyster Co., Dept. RA, 2902 N. E. Clackamas st., Portland 8, Ore.



Protective Coating

Temporary protection of polished metal, plastic or glass surfaces while in transit is provided by a new scratch-resistant coating, Zincilate WST-100. Designed for temporary use, the nonflammable coating is water-soluble and may be easily removed with a warm water rinse. It requires no mixing and may be applied by spray, dip, roller or pressure. *Industrial Metal Protectives, Dept. RA, 442 Homestead ave., Dayton 8, Ohio.*

MISSOURI PACIFIC LINES

MO-PAC OPENS NEW AUTOMATIC YARD AT KANSAS CITY

The operator need not touch a lever on his console—he merely monitors the system.

The Missouri Pacific recently opened East Yard in Kansas City to handle eastward classification movements. A similar yard, now under construction, will handle westward movements. The two yards will ultimately classify up to 6000 cars a day, making this one of the most important traffic centers in the country.

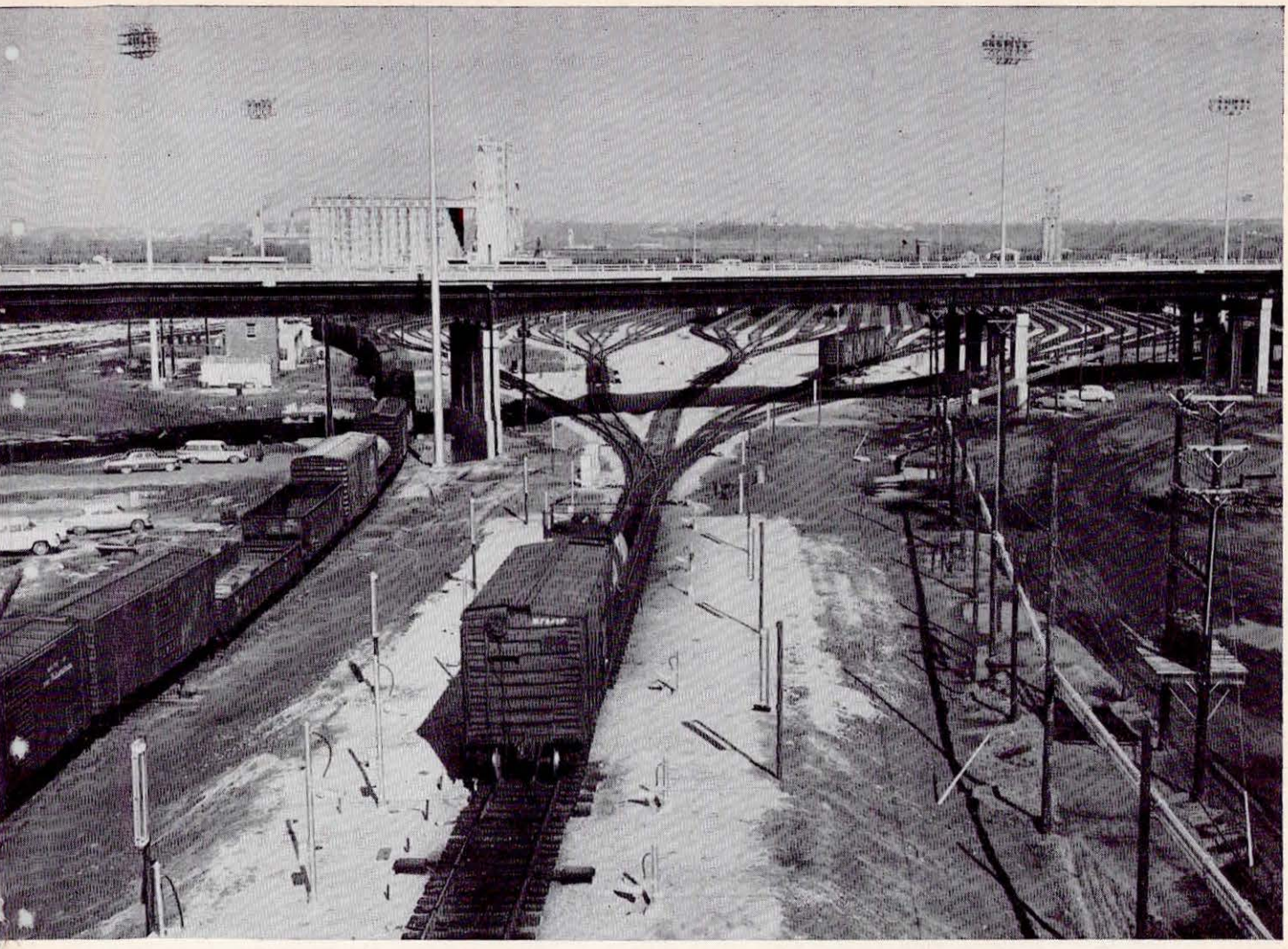
The Missouri Pacific chose GRS Class-Matic yard automation, the ultramodern classification system, for this installation. Pushbutton routing of cars, electric retarders and switch machines, automatic electronic radar-computer control of car speeds —all mean faster, safer classification, day and night in any weather.

Through Class-Matic yard automation, the Missouri Pacific will gain important benefits. More cars will be available, operating costs greatly reduced, and service to customers improved.

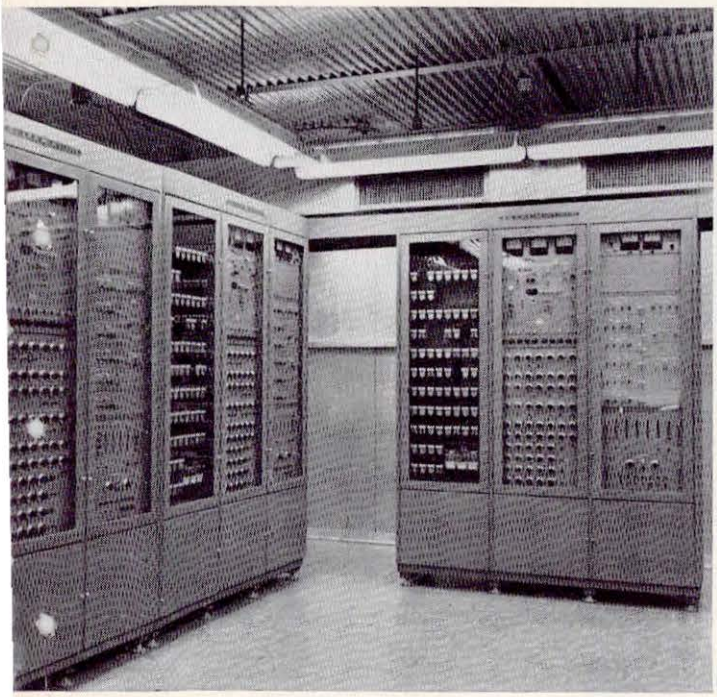
GENERAL RAILWAY SIGNAL COMPANY 3024

ROCHESTER 2, NEW YORK

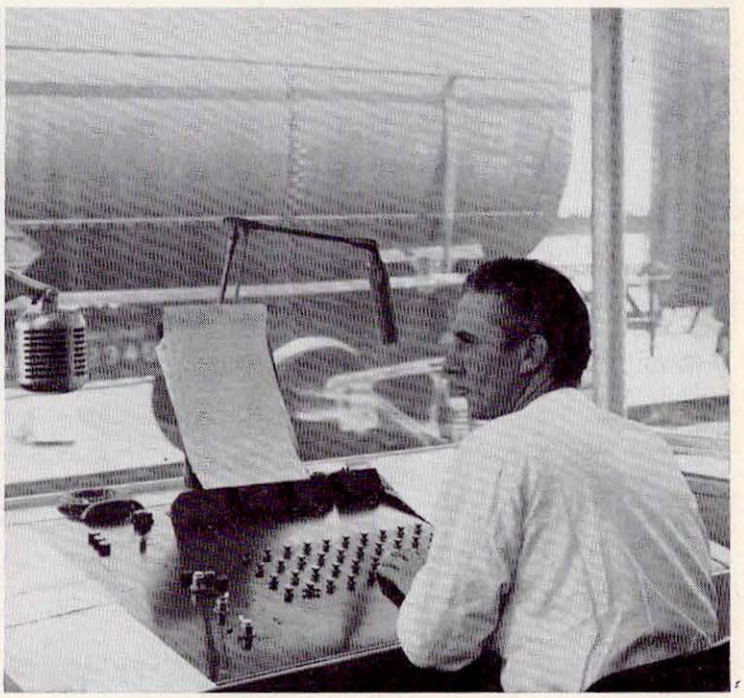
NEW YORK 17, CHICAGO 1, ST. LOUIS 1,



Cars roll down the hump into any of 40 classification tracks. Photo-electric cells, radar, and track instruments function together to measure the many variables for each car.



Class-Matic computers calculate correct speed for each car, and control retarders accordingly.



The route of each cut is established by pushing a button for the desired classification track.

Ideas for Better Shipping

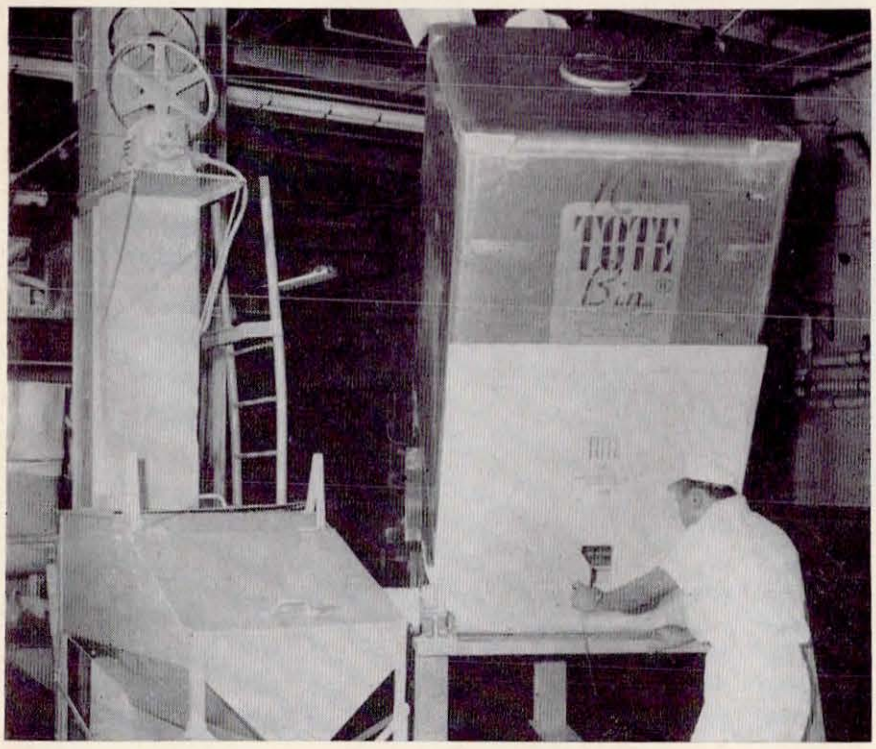
'Tote Bins' Save Burry Biscuit $60-75,000 Annually

Handling flour and sugar in "Tote Bins"—instead of bags—is paying off to the tune of $60-75,000 in annual savings for Burry Biscuit Corp., Elizabeth, N. J.

The system dates back to 1953, when Burry set up a pilot installation of 25 hermetically-sealed aluminum Tote Bins, engineered and manufactured by Tote System, Inc., Beatrice, Neb. The number has since been more than sextupled, and a further increase is being considered.

In other words, Burry engineers have proved to their own satisfaction that there is a better, more economical and more efficient way to handle flour and sugar than the time-honored baking industry custom of loading, unloading, storing, transporting and emptying 100-lb bags.

ABOUT SIX SECONDS elapse between the time flour leaves inbound Airslide hopper car and reaches Orlon spouts at four-place Tote Bin filling station.



TOTE BINS WORK in conjunction with Tote Tilts, special devices which tilt the bins at a 45-deg angle for discharging their contents.

Flour, for example, now arrives at the Elizabeth plant's railroad siding in 100,000-lb-capacity Airslide bulk hopper cars. It is discharged pneumatically into steel Tote Bins, with a six- to eight-second interval between the time it leaves the car and reaches Orlon spouts at the bin filling station in the warehouse. Two bins are filled at a time; when they are loaded, an automatic cut-off routes the flour to two other containers, a fork-lift truck driver removes the first two full bins, carries them to storage, and puts two empties in their place. Thus, four bins are always in the filling area during filling operations.

Prior to this installation, 12 man-hours were required to unload and store a car of bagged flour. Now, two men rather than three are needed for the same operation, and the total time expenditure averages nine hours. The result is an annual saving estimated at approximately $2,500 for this one operation alone.

Other direct savings which Burry attributes to use of Tote Bins include:

- $10,000 from elimination of manual handling and dumping of Burry's daily consumption of non-liquid sugar (including cost of cleaning up and spillage resulting from manual dumping).
- $43,000 from elimination of cost of bags for flour and sugar.
- $5,000 from reduction in time of loading and unloading truck bringing sugar from nearby refineries.

Additional indirect benefits, not readily reducible to dollar figures, resulting from use of the Tote System, include continuous control of flour and sugar inventory, both as to quantity and quality; freedom from any possible moisture or contamination.

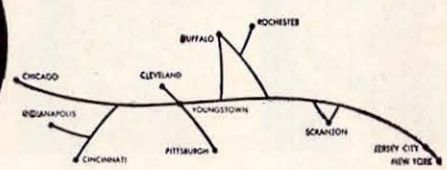
All told, Burry utilizes 100 steel Tote Bins for flour; 40 aluminum bins for sugar and 20 more for reserve or emergency use; seven 50-ton Airslide cars; and three Tote Tilt dumping mechanisms—two for flour and one for sugar. The bins themselves may be loaded or unloaded by gravity; used for storage or transportation; handled, in plant, by fork-lift trucks; and transported outside the plant on any flatbed truck or car, including special cars developed by Shippers Car Line division of ACF Industries. They are one of several units included in Tote System's line of bulk material containers.

WHERE IT IS? WHEN IT WILL GET THERE? Your Erie traffic representative can answer your questions in a hurry. If the information you need isn't *already* at his fingertips, he'll *get* it — fast — through Erie's "Quick Action" car locater service. It's another important example of Erie's complete **customer service** — developed to anticipate customers' needs, provided to further assure the dependable rail service you want. These two words, **customer service,** represent our way of running a railroad — of matching operations of every department to your shipping needs. For a "demonstration" call your nearest Erie man the next time you ship to or from the important industrial area served by the dependable Erie.

ERIE

. . . symbol of dependable **customer service!**

Erie Railroad



Dependable Service For The Heart Of Industrial America

More Lawyers as Presidents

Most railroad presidents have risen to the top through the engineering-operating side. But today, one-third of the chief executives are coming from the ranks of the law. Possible reason: Lawyers get to know something about every phase of the business.

Attorneys at Railroading

R. L. DEARMONT
MP

W. P. MARKS, JR.
RF&P

D. O. MATHEWS
C&EI

L. H. MURRAY
DSS&A

W. J. QUINN
Milwaukee

S. T. SAUNDERS
N&W

J. T. SUGGS
T&P

If a railroad were to elect a new president today, there's one chance in three he'd be a lawyer.

That, at least, is the ratio established in recent executive changes. Over the past two and a half years, 20 major Class I roads have selected new presidents. Seven have been attorneys.

As well as any other single feature, this may reflect what some see as the changing nature of the railroad business.

In years past, a young man with hopes of someday running a railroad started in a bottom-rung job in the engineering or operating department. If he showed ability and ambition, he moved up the ladder. Most of today's railroad presidents once served as trainmasters, roadmasters, superintendents, chief engineers, general managers.

But the growing complexity of the railroad business has produced a new breed of chief executive: the lawyer. Usually he's a man of diversified experience. The attorney-presidents today include an ex-FBI agent, a former judge, a lawyer who once worked for the ICC, a former state senator.

As a group, their railroading experience can't compare with that of the presidents who came through the engineering-operating side. The seven attorney-presidents elected since Jan. 1, 1957, average 18.4 years of railroad experience; seven career railroaders during the same period average 34.1 years.

But the lawyers have one advantage: In their railroad experience they've had to learn something about almost every department on the railroad.

That, together with the growing entanglement of the industry with all forms of government, may account for the law department's becoming a training ground for future presidents.

One of the lawyer-presidents views it this way:

"The railroad business—in fact, all business—is getting so complex that about the only man who's touched on all fields is the lawyer . . . I know that just about everything I do now reflects in some way what I've learned in my years of legal training. Electing a lawyer president seems to me to be a natural tendency, since a railroad has to consult the law department so much about almost everything."

This president readily concedes that a lawyer may know less than the operating vice president, less than the VP-Engineering about grade and curvature, less than the head of the accounting department about mechanized data processing.

But law department training and willingness to delegate authority can beat that problem. In short, "the president must know enough about his various departments to be satisfied he's got the right people to head them."

Uncommon Until 10 Years Ago

Presidents trained in the law were relatively uncommon until about 10 years ago. Today there are about a dozen, including the seven elected within the past 30 months. The most recent additions to the group are:

- C&EI's David O. Mathews, former ICC and Office of Defense Transportation attorney, former special assistant to the attorney general. He joined C&EI in 1949, became president in 1957.
- Missouri Pacific's Russell L. Dearmont, railroad counsel since 1930 and a former Missouri state senator. He played a large role in his road's reorganization and became its president in 1957.
- W. P. Marks, Jr., who started with the Southern in 1925 and went to the Richmond, Fredericksburg & Potomac in 1945. He's been president of the RF&P since 1957.
- Milwaukee's William J. Quinn, former assistant U. S. attorney, former FBI agent. He started railroading with the Soo Line in 1940, joined the Milwaukee in 1954, and stepped up to the presidency last year.
- N&W's Stuart T. Saunders, who started with the road 20 years ago. He was elected president last year, and will probably head the combined N&W-

(*Continued on page 66*)

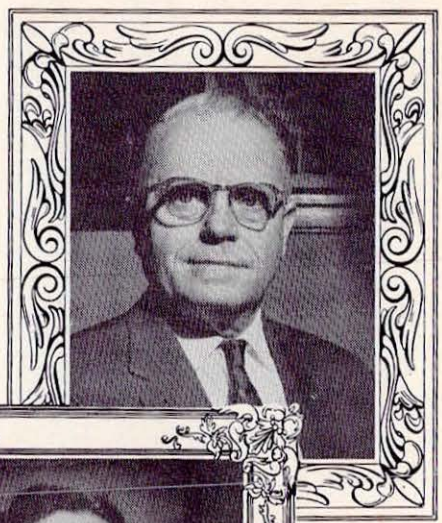
One of a series of advertisements featuring those in our organization whose pleasant duty it is to present our service to shippers.

Meet the Folks

WHO SELL OUR SERVICE

OUR LAKE CHARLES TERRITORY, in southwestern Louisiana, covers about one-eighth of the state.

This is an area where chemical miracles are wrought from rich petroleum and sulphur stores . . . where even the remnants of primeval pines give up their rosin and turpentine.



High octane gasoline, synthetic rubber, acids and alkalies, fertilizers, portland cement, anhydrous ammonia, and dozens of other products, pour from towering plants. Planned forestry provides continuing supplies of lumber, poles and pulpwood. Beef and dairy herds are increasing. Rice is a million-dollar crop.

Lake Charles, on Calcasieu lake and the Intercoastal waterway, is a major port. Other important cities are Leesville, DeRidder, DeQuincy, Elizabeth, Oakdale and Crowley.

Our "Zeke" Greeson descibes his territory as a place where little shippers grow into big ones. And we add our appreciation to his for the opportunity of serving those shippers—large and small—through the years.

J. W. SCOTT
Vice President — Traffic
KANSAS CITY 5, MO.

E. E. "ZEKE" GREESON
worked for the MoP, StLSW and N&W before joining the L&A as a traffic representative at Little Rock, Ark., in 1931. In 1941 he went to Shreveport, La., as city freight agent for KCS-L&A, and returned to Little Rock as general agent the following year. Has been general agent at Lake Charles since 1944. President Rotary 1947-48; President Traffic Club 1951-52. Active also in Association of Commerce.

MILDRED C. FOURNET
has been the gal of all work in our Lake Charles traffic office 28 years. Starting as stenographer, she has been chief clerk since 1942. Graduate Sacred Heart Academy, Waco, Tex., and Soule Business College, New Orleans. Collects books and stamps.

KANSAS CITY SOUTHERN Lines

OUR LAKE CHARLES OFFICE
101 West Lawrence

Freight Operating Statistics of Large Railroads—Selected Items

Region, Road and Year		Miles of road operated	Train miles	Locomotive Miles: Principal and helper	Locomotive Miles: Light	Car Miles: Loaded (thousands)	Car Miles: Per cent loaded	Ton-miles (thousands): Gross excl. locos & tenders	Ton-miles (thousands): Net rev. and non-rev	Road-locos. on lines: Serviceable: Unstored	Road-locos. on lines: Serviceable: Stored	Road-locos. on lines: B.O.	Road-locos. on lines: Per cent B.O.
New Eng. Region	Boston & Maine	1959	1,559	222,848	223,107	4,142	8,402	60.3	596,866	230,930	76	1	26	25.2
		1958	1,559	227,523	227,752	3,568	7,987	57.7	578,098	212,168	66	6	8	10.0
	N. Y., N. H. & Hartfd.	1959	1,739	252,073	252,073	14,962	10,046	62.9	675,451	271,164	66	..	16	19.5
		1958	1,739	246,349	246,383	13,262	9,552	59.8	660,546	254,711	74	1	11	12.8
Great Lakes Region	elaware & Hudson	1959	764	156,220	157,728	1,982	7,697	65.9	541,713	271,976	37	..	5	11.9
		1958	764	141,649	142,910	1,447	6,780	60.8	484,279	225,610	35	3	4	9.5
	Del., Lack. & Western	1959	918	229,767	235,421	11,788	9,838	64.7	679,898	283,924	57	..	5	8.1
		1958	927	217,857	221,725	8,691	9,517	62.6	644,049	255,210	54	..	7	11.5
	Erie	1959	2,201	524,654	526,809	12,155	27,916	66.6	1,796,164	710,229	167	3	4	2.3
		1958	2,207	468,217	470,323	8,854	25,119	65.1	1,602,127	605,301	158	11	4	2.3
	Grand Trunk Western	1959	951	217,401	218,016	1,663	6,732	56.9	525,595	202,124	44	12	25	30.9
		1958	951	192,783	194,258	1,500	6,542	58.3	469,767	180,044	42	19	19	23.8
	Lehigh Valley	1959	1,116	196,482	198,668	4,076	8,558	64.9	596,739	273,973	28	..	6	17.6
		1958	1,118	183,265	185,856	3,986	7,855	61.7	556,861	245,234	30	..	4	11.8
	New York Central	1952	10,391	2,014,748	2,026,542	84,422	84,282	58.4	6,586,377	2,782,321	452	..	42	8.5
		1958	10,470	1,871,013	1,881,957	73,396	72,667	55.3	5,519,618	2,329,141	442	29	30	6.0
	New York, Chic. & St. L.	1959	2,155	595,507	595,507	4,487	27,022	63.3	1,953,927	857,529	104	31	4	2.9
		1958	2,155	534,784	540,292	4,212	23,185	59.6	1,698,697	703,274	124	17	9	6.0
	Pitts. & Lake Erie	1959	221	57,157	57,157	....	2,404	63.2	223,325	131,026	13	..	1	7.1
		1958	221	52,006	52,006	....	1,812	59.6	167,745	100,779	12	..	3	20.0
	Wabash	1959	2,379	486,734	488,214	4,444	20,505	62.9	1,341,600	579,444	112	..	2	1.8
		1958	2,379	423,191	423,374	3,666	18,227	61.2	1,280,162	500,094	111	..	6	5.1
Central Eastern Region	Baltimore & Ohio	1959	5,802	1,287,306	1,380,295	89,183	56,864	60.1	4,530,412	2,184,273	395	78	25	5.0
		1958	5,830	1,194,176	1,271,871	75,044	47,779	57.6	3,949,803	1,817,169	396	111	35	6.5
	Bessemer & Lake Erie	1959	203	45,624	45,744	55	2,105	71.1	225,424	150,304	15	..	..	..
		1958	208	29,632	29,077	2	751	62.1	75,679	44,748	11	4	..	..
	Central RR Co. of New Jersey	1959	597	110,529	111,885	5,795	4,110	64.0	316,380	165,914	62	..	2	3.1
		1958	600	109,221	110,373	5,253	3,794	60.7	300,453	152,656	59	..	4	6.3
	Chicago & Eastern Ill.	1959	863	113,977	113,977	2,434	5,779	63.4	450,297	227,850	25	..	7	21.9
		1958	863	131,039	131,039	3,605	4,914	61.4	388,067	192,764	27	..	3	10.0
	Elgin, Joliet & Eastern	1959	205	69,835	70,524	....	2,419	61.5	202,968	109,900	42	1	1	2.3
		1958	236	59,263	59,767	....	1,781	60.6	146,642	77,873	31	6	6	14.0
	Pennsylvania System	1959	9,865	2,690,372	2,824,634	172,726	115,512	63.6	8,629,956	4,069,074	702	..	80	10.2
		1958	9,900	2,364,929	2,464,882	125,681	96,046	59.3	7,264,227	3,199,675	694	107	147	15.5
	Reading	1959	1,302	287,735	289,417	9,631	10,792	59.4	924,853	482,723	152	4	27	14.8
		1958	1,303	264,663	266,569	8,349	9,584	54.8	848,757	426,701	147	13	27	14.4
	Western Maryland	1959	844	149,248	155,514	9,451	6,613	64.2	584,416	332,515	43	..	2	4.4
		1958	845	131,981	135,161	5,934	4,968	56.1	448,226	246,781	39	5	1	2.2
Pocahontas Region	Chesapeake & Ohio	1959	5,061	1,120,102	1,122,528	20,011	53,391	55.4	4,713,910	2,603,571	604	2	29	4.6
		1958	5,067	1,063,295	1,067,100	20,183	46,878	53.9	4,228,898	2,255,111	604	22	13	2.0
	Norfolk & Western	1959	2,116	598,977	621,448	35,139	31,487	55.8	3,048,182	1,639,839	160	21	6	3.2
		1958	2,109	566,970	603,145	42,436	27,111	54.4	2,653,234	1,421,944	188	64	8	3.1
	Rich., Fred. & Potomac.	1959	110	36,990	36,990	803	2,439	62.0	166,506	65,495	14	..	1	6.7
		1958	110	37,702	37,702	761	2,219	54.6	162,016	58,349	10	5	..	..
	Virginian	1959	608	126,879	128,679	2,892	6,343	53.0	615,017	341,562	53	13	11	14.3
		1958	608	128,012	129,632	2,686	6,382	51.9	632,029	352,362	49	14	17	21.3
Southern Region	Atlantic Coast Line	1959	5,290	676,475	676,475	7,565	26,127	57.9	2,067,891	960,809	123	..	2	1.6
		1958	5,282	658,942	658,948	6,520	22,408	54.0	1,814,552	795,564	113	15	1	.8
	Central of Georgia	1959	1,712	187,139	187,139	1,677	7,702	66.2	584,762	292,933	34	..	1	2.9
		1958	1,730	187,609	187,609	1,843	6,983	61.8	534,702	258,706	35	..	2	5.4
	Florida East Coast	1959	572	127,368	127,368	....	3,946	52.9	307,557	104,165	53	..	..	..
		1958	571	123,876	123,876	30	3,699	52.2	298,488	103,454	52	..	2	3.7
	Gulf, Mobile & Ohio	1959	2,717	260,116	260,116	479	15,171	68.1	1,069,103	519,822	86	..	5	5.5
		1958	2,717	251,886	251,886	51	13,474	63.2	945,062	431,806	86	..	5	5.5
	Illinois Central	1959	6,439	995,065	995,065	27,194	45,130	61.3	3,331,877	1,534,994	193	30	154	40.8
		1958	6,497	950,974	950,974	25,842	39,297	59.2	2,931,232	1,305,875	220	79	75	20.1
	Louisville & Nashville	1959	5,679	841,992	843,187	13,816	34,905	62.8	2,691,705	1,364,002	162	..	3	1.8
		1958	5,680	793,252	795,091	14,958	30,544	56.8	2,435,382	1,170,082	152	..	4	2.6
	Seaboard Air Line	1959	4,135	605,709	605,709	1,617	25,163	58.5	1,986,617	916,568	129	..	4	3.0
		1958	4,135	606,196	606,196	1,571	22,401	56.5	1,792,705	793,500	149	..	7	4.5
	Southern	1959	6,243	821,350	821,542	9,801	40,094	64.5	2,781,668	1,301,982	197	..	5	2.5
		1958	6,249	796,608	796,845	8,424	34,558	60.1	2,477,315	1,106,630	181	1	14	7.1
Northwestern Region	Chicago & North Western	1959	9,251	873,354	873,354	9,038	32,581	61.9	2,441,277	977,430	169	..	15	8.2
		1958	9,291	769,529	769,529	8,007	26,382	57.0	2,030,588	817,842	167	5	6	3.4
	Chicago Great Western	1959	1,437	133,529	133,529	203	6,957	66.0	492,393	229,206	24	..	2	7.7
		1958	1,437	132,669	132,669	194	6,799	63.9	492,376	226,368	27	..	3	10.0
	Chic., Milw., St. P. & Pac.	1959	10,583	846,174	858,322	13,341	38,513	64.7	2,671,765	1,197,658	275	7	9	3.0
		1958	10,583	809,525	819,531	13,488	32,997	60.4	2,358,645	1,017,527	276	18	8	2.6
	Duluth, Missabe & Iron Range.	1959	557	57,998	58,078	346	2,476	53.0	261,256	151,865	60	23	4	4.6
		1958	559	23,804	23,831	296	286	56.9	23,489	11,305	32	97	9	6.5
	Great Northern	1959	8,281	903,833	905,360	23,367	39,399	64.8	2,850,644	1,316,215	273	..	13	4.5
		1958	8,262	800,662	801,301	15,110	32,153	67.1	2,201,707	984,840	253	16	3	1.1
	Minneap., St. P. & S. St. Marie	1959	4,169	359,346	360,315	946	12,888	66.7	874,689	402,103	85	8	6	6.1
		1958	4,169	352,795	353,205	564	11,210	64.3	772,158	340,095	88	8	5	5.0
	Northern Pacific	1959	6,533	775,000	782,766	10,357	33,584	65.2	2,298,963	1,014,276	233	9	3	1.2
		1958	6,533	653,481	660,761	9,239	28,104	67.5	1,887,636	838,236	194	32	1	.4
	Spokane, Portland & Seattle	1959	935	143,214	143,214	1,299	6,170	72.1	413,863	196,028	56	..	1	1.7
		1958	944	123,626	123,626	1,139	5,098	72.5	328,461	149,416	55	..	..	..
Central Western Region	Atch., Top. & S. Fe (incl. G. C. & S. F. and P. & S. F.)	1959	13,084	2,668,207	2,859,089	65,543	117,134	60.9	8,665,643	3,329,196	568	4	109	16.0
		1958	13,150	2,098,759	2,221,036	48,339	98,545	59.6	7,301,440	2,747,985	509	66	101	14.9
	Chic., Burl. & Quincy	1959	8,652	1,050,588	1,047,832	30,197	45,064	66.9	3,050,081	1,360,037	153	10	74	31.2
		1958	8,724	932,488	929,226	25,010	40,753	63.3	2,811,077	1,202,847	133	34	61	26.8
	Chic., Rock I. & Pac.	1959	7,520	1,008,285	1,009,694	1,621	40,330	62.7	2,890,622	1,186,432	191	..	5	2.6
		1958	7,567	858,166	857,241	1,645	33,815	58.9	2,518,279	1,015,533	170	8	8	4.3
	Denver & R. G. Wn.	1959	2,128	281,256	299,005	27,984	13,893	73.3	955,996	470,312	81	7	10	10.2
		1958	2,155	233,945	250,310	21,281	11,782	71.2	815,259	389,042	77	9	13	13.1
	Southern Pacific	1959	8,011	2,169,143	2,248,609	135,919	99,975	64.2	7,049,062	2,966,419	681	4	36	5.0
		1958	8,035	1,764,166	1,840,490	88,744	80,928	62.6	5,731,842	2,336,201	603	95	61	8.9
	Union Pacific	1959	9,745	2,150,043	2,177,814	65,572	98,414	62.2	6,853,047	2,830,296	340	27	113	23.3
		1958	9,753	1,832,377	1,866,123	58,323	83,902	60.6	5,934,917	2,399,752	300	127	78	15.4
	Western Pacific	1959	1,189	264,042	270,168	29,139	10,618	68.5	707,762	314,649	45	..	1	2.2
		1958	1,189	217,148	231,645	23,042	8,972	62.4	640,786	272,379	44	2	1	2.1
Southwestern Region	Kansas City Southern	1959	886	122,500	122,525	142	7,999	66.2	598,245	280,263	23	..	1	4.2
		1958	886	115,783	115,913	50	7,001	62.3	528,628	233,052	28	..	1	3.4
	Louisiana & Arkansas	1959	746	80,695	80,695	11	3,744	62.9	296,912	139,686	16	..	..	..
		1958	746	72,040	72,040	67	3,706	60.6	302,794	141,202	16	..	..	..
	Mo.-Kans.-Texas Lines	1959	2,914	207,268	207,268	1,990	10,753	62.6	775,261	346,248	52	..	3	5.5
		1948	3,059	215,848	215,848	2,025	10,282	61.6	729,641	323,628	78	..	1	1.3
	Missouri Pacific	1959	9,513	1,151,396	1,151,396	8,527	54,166	63.4	3,911,261	1,745,028	224	8	14	5.7
		1958	9,567	1,111,438	1,111,438	8,397	48,869	60.6	3,611,863	1,563,944	201	14	12	5.9
	St. Louis-San Francisco	1959	4,536	570,184	570,184	5,805	24,184	67.9	1,667,025	793,676	102	..	7	6.4
		1958	4,558	514,121	514,121	4,843	20,521	65.0	1,421,137	648,352	91	..	15	14.2
	St. Louis Southw. Lines	1959	1,554	329,198	329,198	3,906	15,970	72.4	1,004,242	448,911	50	..	1	2.0
		1958	1,554	302,797	302,805	1,501	13,374	65.8	876,534	391,823	52	..	1	1.9
	Texas & New Orleans	1959	4,154	631,551	631,551	1,162	28,487	65.9	1,990,555	905,651	146	..	1	.7
		1958	4,271	586,697	586,697	514	226,176	61.3	1,885,381	808,408	140	..	2	1.4
	Texas & Pacific	1959	1,822	289,136	289,136	2,718	12,661	64.0	924,856	368,777	37	..	1	2.6
		1958	1,822	251,429	251,429	2,589	11,853	58.4	897,240	336,788	40	..	2	4.8

For the Month of April 1959 Compared with April 1958

	Region, Road and Year	Freight cars on line: Home	Foreign	Total	Per Cent B.O.	G.t.m.per train-hr. excl.locos and tenders	G.t.m.per train-mi. excl.locos and tenders	Net ton-mi. per train-mile	Net ton-mi. per l'd car-mile	Net ton-mi. per car-day	Cars-miles per car-day	Net daily ton-mi. per road-me.	Train-miles per train-hour	Miles per loco. per day
New Eng. Region	Boston & Maine 1959	2,222	7,053	9,275	3.4	43,836	2,683	1,038	27.5	806	48.6	4,938	16.4	82.1
	1958	3,534	7,077	10,611	2.9	40,751	2,549	935	26.6	677	44.2	4,536	16.0	107.8
	N. Y., N. H. & Hartfd 1959	3,164	14,207	17,371	4.9	43,721	2,680	1,076	27.0	534	31.4	5,198	16.3	128.8
	1958	4,539	10,548	15,087	4.3	45,277	2,681	1,034	26.7	539	33.8	4,882	16.9	121.3
Great Lakes Region	Delaware & Hudson 1959	3,860	5,931	9,791	10.3	63,949	3,486	1,750	35.3	898	38.6	11,866	18.4	143.5
	1958	7,718	4,732	12,450	4.6	62,664	3,437	1,601	33.3	617	30.5	9,843	18.3	132.5
	Del., Lack. & Western 1959	5,665	8,243	13,908	10.4	53,113	3,004	1,254	28.9	680	36.4	10,310	17.9	147.7
	1958	7,753	7,406	15,159	8.3	52,277	3,001	1,189	26.8	560	33.4	9,177	17.7	138.7
	Erie 1959	10,713	14,634	25,347	7.3	72,760	3,447	1,363	25.4	923	54.5	10,756	21.3	115.5
	1958	13,770	12,316	26,086	5.0	71,301	3,450	1,304	24.1	776	49.4	9,142	20.8	103.9
	Grand Trunk Western 1959	4,997	9,447	14,444	5.4	54,247	2,433	935	30.0	470	27.5	7,085	22.4	101.5
	1958	6,556	5,728	12,284	6.1	54,083	2,454	940	27.5	485	30.2	6,311	22.2	87.5
	Lehigh Valley 1959	6,572	8,187	14,759	9.1	63,160	3,075	1,412	32.0	606	29.1	8,183	20.8	220.4
	1958	6,826	7,930	14,756	12.2	64,631	3,068	1,351	31.2	552	28.7	7,312	21.3	207.5
	New York Central 1959	61,695	61,972	123,667	9.1	59,324	3,296	1,392	33.0	721	37.4	8,925	18.1	161.1
	1958	81,901	61,180	143,081	6.0	53,988	2,974	1,255	32.1	521	29.4	7,415	18.3	149.2
	New York, Chic. & St. L 1959	9,179	15,286	24,465	12.8	59,801	3,321	1,458	31.7	1,185	58.9	13,264	18.2	160.4
	1958	13,946	9,464	23,410	10.4	60,510	3,208	1,328	30.3	1,006	55.7	10,878	19.0	131.4
	Pitts. & Lake Erie 1959	5,366	7,731	13,097	8.1	61,966	3,927	2,304	54.5	355	10.3	19,763	15.9	146.3
	1958	10,082	3,112	13,194	5.4	55,089	3,238	1,945	55.6	260	7.9	15,200	17.1	108.8
	Wabash 1959	9,727	7,923	17,650	8.3	70,913	2,954	1,196	28.3	1,086	61.1	8,129	24.1	152.8
	1958	10,827	8,903	19,730	6.1	65,947	3,036	1,186	27.4	837	49.9	7,007	21.8	128.5
Central Eastern Region	Baltimore & Ohio 1959	60,889	36,447	97,336	18.5	56,659	3,570	1,721	38.4	738	32.0	12,549	16.1	102.6
	1958	69,823	30,134	99,957	16.2	54,753	3,354	1,543	38.0	613	28.0	10,390	16.6	87.1
	Bessemer & Lake Erie 1959	5,431	2,104	7,535	12.9	72,953	5,237	3,492	71.4	685	13.5	24,680	14.8	129.5
	1958	9,546	317	9,863	7.8	46,860	2,715	1,605	59.6	151	4.1	7,171	18.3	72.8
	Central RR Co. of New Jersey 1959	3,782	10,033	13,815	15.6	41,335	2,993	1,570	40.4	395	15.3	9,264	14.4	87.6
	1958	4,231	7,839	12,070	14.1	41,068	2,861	1,453	40.2	404	16.5	8,481	14.9	86.3
	Chicago & Eastern Ill 1959	3,433	2,927	6,360	14.3	68,818	3,984	2,016	39.4	1,182	47.3	8,801	17.4	125.9
	1958	3,825	2,121	5,946	16.0	59,693	2,982	1,481	39.2	1,047	43.5	7,446	20.2	148.6
	Elgin, Joliet & Eastern 1959	7,645	8,708	16,353	4.4	21,070	3,020	1,635	45.4	221	7.9	17,870	7.2	73.5
	1958	8,367	4,204	12,571	7.0	28,550	2,576	1,368	43.7	200	7.5	10,999	9.1	63.0
	Pennsylvania System 1959	125,122	71,518	196,640	18.8	56,431	3,301	1,556	35.2	674	30.1	13,749	17.6	137.4
	1958	129,608	62,606	192,214	13.2	56,514	3,142	1,384	33.3	556	28.1	10,773	18.4	99.1
	Reading 1959	19,278	15,787	35,065	19.9	49,484	3,214	1,678	44.7	455	17.1	12,358	15.4	66.8
	1958	22,400	13,203	35,603	13.0	49,652	3,207	1,612	44.5	380	15.6	10,916	15.5	59.0
	Western Maryland 1959	6,150	3,456	9,606	6.4	57,760	3,962	2,254	50.3	1,142	35.4	13,133	14.7	134.9
	1958	10,454	1,928	12,382	3.1	51,132	3,457	1,903	49.7	692	24.0	9,735	15.1	109.0
Pocahontas Region	Chesapeake & Ohio 1959	58,783	28,059	86,842	7.2	78,046	4,225	2,334	48.8	992	36.7	17,148	18.5	65.1
	1958	75,939	20,316	96,255	2.6	76,945	3,997	2,131	48.1	797	30.8	14,835	19.3	61.5
	Norfolk & Western 1959	39,653	7,571	47,224	3.2	92,118	5,220	2,808	52.1	1,136	39.1	25,832	18.1	128.2
	1958	51,887	6,269	58,156	1.4	86,416	4,786	2,565	52.4	813	28.5	22,474	18.5	89.8
	Rich., Fred. & Potomac 1959	106	986	1,092	2.8	100,305	4,505	1,772	26.9	2,022	121.4	19,847	22.3	88.3
	1958	213	747	960	3.9	91,380	4,303	1,550	26.3	1,804	125.7	17,682	21.3	90.0
	Virginian 1959	12,051	1,108	13,159	3.5	71,705	4,941	2,744	53.8	836	29.3	18,726	14.8	64.7
	1958	14,209	1,042	15,251	2.6	73,827	5,035	2,807	55.2	742	25.9	19,318	15.0	61.8
Southern Region	Atlantic Coast Line 1959	19,757	16,616	36,373	4.2	51,625	3,073	1,428	36.8	884	41.6	6,054	16.9	206.2
	1958	24,383	13,207	37,590	2.9	49,402	2,760	1,210	35.5	711	37.0	5,021	17.9	193.0
	Central of Georgia 1959	3,432	5,909	9,341	3.3	54,300	3,126	1,566	38.0	1,080	42.9	5,703	17.4	200.0
	1958	4,742	3,834	8,576	3.7	51,369	2,855	1,381	37.0	968	42.2	4,985	18.0	192.1
	Florida East Coast 1959	522	5,131	5,663	.7	41,288	2,429	823	26.4	615	44.0	6,070	17.1	90.1
	1958	703	5,374	6,077	.6	40,766	2,410	835	28.0	644	44.1	6,039	16.9	85.4
	Gulf, Mobile & Ohio 1959	6,466	10,109	16,575	5.1	78,008	4,111	1,999	34.3	1,041	44.6	6,377	19.0	103.8
	1958	8,146	8,468	16,614	7.7	73,346	3,753	1,715	32.0	866	42.8	5,298	19.5	99.6
	Illinois Central 1959	26,997	22,269	49,266	4.3	62,366	3,376	1,555	34.0	1,038	49.8	7,946	18.6	97.6
	1958	32,154	17,412	49,566	2.8	56,435	3 111	1,386	33.2	891	45.3	6,700	18.3	95.4
	Louisville & Nashville 1959	35,157	16,627	51,784	7.4	55,731	3,203	1,623	39.1	862	35.1	8,006	17.4	193.9
	1958	44,988	12,797	57,785	5.4	52,486	3,077	1,478	38.3	671	30.8	6,867	17.1	191.0
	Seaboard Air Line 1959	16,930	13,040	29,970	3.0	60,948	3,337	1,540	36.4	1,018	47.7	7,389	18.6	180.8
	1958	19,013	11,109	30,122	3.1	55,631	3,008	1,331	35.4	877	43.8	6,397	18.8	152.0
	Southern 1959	19,866	27,791	47,657	4.8	59,769	3,392	1,588	32.5	903	43.1	6,952	17.6	152.5
	1958	22,743	24,998	47,741	4.3	53,132	3,121	1,394	32.0	782	40.6	5,903	17.1	149.3
Northwestern Region	Chicago & North Western 1959	21,543	24,799	46,342	4.9	52,771	2,805	1,123	30.0	694	37.4	3,522	18.9	174.3
	1958	26,099	22,001	48,100	5.2	49,622	2,648	1,067	31.0	563	31.8	2,934	18.8	154.3
	Chicago Great Western 1959	2,342	3,953	6,295	3.7	71,001	3,692	1,719	32.9	1,263	58.0	5,317	19.3	184.2
	1958	2,658	4,104	6,762	3.2	70,815	3,720	1,710	33.3	1,083	50.9	5,251	19.1	158.1
	Chic., Milw., St. P. & Pac 1959	29,943	23,686	52,729	3.4	63,493	3,163	1,418	31.1	748	37.2	3,772	20.1	104.5
	1958	40,084	20,534	60,618	5.0	58,184	2,919	1,259	30.8	560	30.1	3,205	20.0	98.5
	Duluth, Missabe & Iron Range 1959	13,443	775	14,218	2.0	78,977	4,903	2,850	61.3	351	10.8	9,088	17.5	30.7
	1958	14,777	372	15,149	4.4	17,095	1,024	493	39.5	25	1.1	674	17.3	7.2
	Great Northern 1959	23,263	20,254	43,517	2.7	63,362	3,187	1,472	33.4	1,017	47.0	5,298	20.1	115.5
	1958	28,590	12,393	40,983	3.6	58,336	2,768	1,238	30.6	773	37.6	3,973	21.2	107.7
	Minneap., St. P. & S. St. Marie 1959	7,077	6,283	13,360	7.4	49,515	2,450	1,126	31.2	1,039	49.9	3,215	20.3	134.2
	1958	7,720	6,042	13,762	3.4	49,504	2,193	966	30.3	812	41.6	2,719	22.6	132.7
	Northern Pacific 1959	18,688	15,377	34,065	2.2	64,199	2,969	1,310	30.2	974	49.6	5,175	21.6	114.6
	1958	22,345	11,286	33,631	3.3	62,225	2,877	1,284	29.8	825	41.0	4,277	21.7	103.6
	Spokane, Portland & Seattle 1959	1,330	4,182	5,512	2.6	43,350	2,898	1,373	31.8	1,217	53.0	6,989	15.0	98.9
	1958	1,641	3,272	4,913	3.1	40,051	2,671	1,215	29.3	996	46.9	5,276	15.1	86.5
Central Western Region	Atch., Top. & S. Fe (incl. G. C. & S. F. and P. & S. F.) 1959	49,830	34,752	84,582	4.3	80,051	3,260	1,252	28.4	1,300	75.2	8,482	24.6	151.6
	1958	61,055	28,656	89,711	5.9	81,380	3,486	1,312	27.9	1,043	62.7	6,966	23.4	119.5
	Chic., Burl. & Quincy 1959	21,876	22,650	44,526	3.3	63,382	2,914	1,299	30.2	998	49.4	5,240	21.8	169.1
	1958	24,845	19,013	43,858	3.4	64,306	3,021	1,293	29.5	906	48.4	4,596	21.3	149.1
	Chic., Rock I. & Pac 1959	13,783	21,761	35,544	4.1	62,052	2,872	1,179	29.4	1,091	59.1	5,259	21.6	189.6
	1958	18,137	22,641	40,778	5.1	61,944	2,943	1,187	30.0	833	47.1	4,474	21.1	164.6
	Denver & R. G. Wn 1959	8,131	5,685	13,816	5.8	71,338	3,408	1,677	33.9	1,117	45.0	7,367	21.0	121.2
	1958	9,354	3,440	12,794	5.9	70,665	3,497	1,669	33.0	966	41.1	6,018	20.3	99.0
	Southern Pacific 1959	34,436	45,959	80,395	2.4	70,311	3,286	1,383	29.7	1,275	66.9	12,343	21.6	121.5
	1958	36,825	34,281	71,106	2.3	68,439	3,280	1,337	28.9	1,127	62.3	9,692	21.1	90.7
	Union Pacific 1959	31,757	31,667	63,424	1.6	88,685	3,217	1,329	28.8	1,459	81.6	9,681	27.8	159.0
	1958	37,154	25,846	63,000	2.2	86,336	3,262	1,319	28.6	1,259	72.7	8,202	26.7	131.0
	Western Pacific 1959	2,710	3,203	5,913	2.9	75,382	2,692	1,197	29.6	1,736	85.5	8,821	28.1	226.2
	1958	2,943	2,840	5,783	2.7	76,704	2,966	1,261	30.4	1,584	83.6	7,636	26.0	188.0
Southwestern Region	Kansas City Southern 1959	2,436	5,269	7,705	5.6	102,090	4,899	2,295	35.0	1,217	52.5	10,544	20.9	199.9
	1958	2,892	4,944	7,836	4.3	92,272	4,569	2,014	33.3	981	47.3	8,768	20.2	156.2
	Louisiana & Arkansas 1959	2,014	2,978	4,992	7.5	75,569	3,691	1,737	37.3	933	39.7	6,242	20.5	199.3
	1958	2,673	3,237	5,910	5.4	82,935	4,213	1,965	38.1	788	34.1	6,309	19.7	162.7
	Mo.-Kans.-Texas Lines 1959	5,273	6,643	11,916	7.9	63,343	3,744	1,672	32.2	998	48.7	3,961	16.9	126.6
	1948	6,393	6,581	12,974	7.5	64,650	3,407	1,511	31.5	872	45.0	3,527	19.1	100.2
	Missouri Pacific 1959	22,677	26,105	48,782	8.0	69,741	3,413	1,523	32.2	1,227	60.1	6,115	20.5	172.6
	1958	25,636	20,284	45,920	7.1	68,192	3,263	1,413	32.0	1,133	58.4	5,449	21.0	177.7
	St. Louis-San Francisco 1959	12,066	9,754	21,820	1.6	59,600	2,933	1,397	32.8	1,217	54.6	5,832	20.4	194.1
	1958	14,747	7,766	22,513	1.9	56,898	2,774	1,265	31.6	957	46.6	4,741	20.6	178.5
	St. Louis Southw. Lines 1959	2,070	4,673	6,743	2.8	73,896	3,058	1,367	28.1	2,255	110.8	9,629	24.2	225.3
	1958	3,129	4,011	7,140	1.5	68,678	2,902	1,297	29.3	1,887	98.0	8,405	23.7	201.9
	Texas & New Orleans 1959	6,256	14,937	21,193	1.5	75,064	3,168	1,442	31.8	1,447	69.1	7,267	23.8	156.6
	1958	7,787	14,543	22,330	1.6	70,355	3,234	1,387	30.9	1,221	64.5	6,309	21.9	147.8
	Texas & Pacific 1959	2,943	5,782	8,725	3.2	74,423	3,217	1,283	29.1	1,370	73.5	6,747	23.3	274.5
	1958P	4,300	5,712	10,012	2.6	79,388	3,589	1,347	28.4	1,141	68.7	6,162	22.2	212.2

Compiled by the Bureau of Transport Economics and Statistics, Interstate Commerce Commission. Subject to revision.

MORE LAWYERS AS PRESIDENTS (*Continued from page 62*)

Virginian, if the merger goes through.

• L. H. Murray, ex-Office of Price Administration attorney and practitioner of railroad reorganization law. He joined the Duluth, South Shore & Atlantic in 1949, became its president this year.

• T&P's J. T. Suggs, former Texas district judge, who started with the railroad in 1944 and took over as president earlier this year.

In addition to these seven men, an eighth president—Katy's William N. Deramus, III—also holds a law degree (Harvard Law School). His previous career, however, was in the operating and executive departments of the Wabash, KCS, CGW and Katy.

The seven—or eight—join a group which includes such lawyer-presidents as the Lehigh Valley's C. A. Major, (president since 1947); Northern Pacific's Robert S. Macfarlane (1951); Maine Central's E. Spencer Miller (1952); and New Haven's George Alpert (1956).

(Limiting the survey to presidents necessarily results in omission of the lawyer-chairmen, some of whom—C&NW's Ben W. Heineman, for example—play an extremely active role in railroad planning and operation.)

The swing to the lawyer-president is perhaps the most notable trend in today's executive-succession picture. But the attorney's rise isn't the only indication of change in executive selection:

• Very few of today's presidents have climbed to the top solely or primarily through the accounting-finance department. Of the few who have, two did it in the past two years: Santa Fe's Ernest S. Marsh, and Monon's Carl O. Bick.

• Outside talent—businessmen, industrialists, bankers with little or no railroad experience—has made gains. Two such presidents have come in since 1957—the Bangor & Aroostook's W. G. Robertson and the Rutland's W. I. Ginsburg. V. H. Johnson, AC&Y president, followed a similar path, from outside industry to a top railroad job (1948), to president this year.

• The engineering-operating group still leads the field—but its share of the total is shrinking. Since 1957, just seven men have made it: ACL's W. T. Rice, L&NE's S. T. W. Green, L&N's W. H. Kendall, Rutland's A. T. Danver (since retired), Wabash's H. H. Pevler, GM&O's Glen P. Brock, and Katy's President Deramus.

Railroading After Hours with Jim Lyne

MORE WIRE SHORTHAND—H. S. Cable of Santa Barbara has sent along some additional Morse symbols—numbers used to substitute for sentences. Here they are: 1—Wait a minute; 4—When shall I go ahead?; 5—Any messages for me?; 8—You are breaking, close down your key; 12—How do you understand? (used in train orders just preceding dispatcher's signature); 13—I understand (used by conductor receiving train order, just preceding his signature); 23—Everybody copy [Mr. Cable isn't too sure of this one]; 25—Am closing now, busy on another wire; 144—who is at the key?

ATTRACTING INVESTORS—I see where the short-haul (subsidized) airlines are going to have their government aid upped, to give them earnings of 12¼% on their investment. The rate of 8% they have been earning hasn't been enough, apparently, to attract sufficient new investment to enable these lines to keep their service attractive.

I wonder what Uncle Sam thinks about the adequacy of the 2-¾% return the railroads earned in 1958. Are investors likely to put up all the new money the railroads need, at a 2-¾% return, when they won't ante up for the airlines unless the pay-off is 12¼%?

WHO COINED 'FEATHERBED'?—The practice now known as "featherbedding" is no novelty—but the word in its present meaning is relatively new. Who first used the term with its new meaning?

About 25 years ago—in the issue of Railway Age of December 29, 1934, to be exact—there was an article by the late F. J. Lisman, an investment banker, who then wrote occasional articles for us on transportation policy. In the article, Mr. Lisman referred to "featherbed rules." I suspect the term was coined by Mr. Lisman and that this article was the first instance of the modern use of the word, that ever appeared in print.

Mr. Lisman was born in Eastern Europe, where the featherbed is often used, not just as a mattress, but also as a covering. It is a plausible supposition that his childhood memory would suggest this term to describe a condition of extraordinary well-being.

BIGGEST NO-TRAIN CITY—What is the largest North American city without scheduled passenger service by rail? From casual observation, I'd guess this questionable distinction would go either to New Bedford or Fall River, Mass.—depending on which is the larger. (The current Rand-McNally figures show New Bedford's population as 103,000 and Fall River's as 101,000.) Is there any bigger community which is getting along without passenger train service? I know, of course, that there are a host of substantial places without this service—but none I can think of, just off the bat, that are as large as these two Massachusetts places.

It might be a little rough on such localities, if military developments should again cut down on the availability of automobiles, as happened after Pearl Harbor. But the people in Washington—whose job it is to be foresighted about such things—aren't.

JUVENILE VANDALISM—Deviltry by kids—throwing stones at coach windows, and the like—is not a peculiarly North American disease. I note in the Railway Gazette (London) that there has been an outbreak of youthful vandalism in Lancashire, including releasing brakes on standing cars and other such juvenile humor. Do these monkeyshines run in cycles, or what? Seems to me there's a lot more talk (anyhow) about such occurrences nowadays than there was when there were many more trains—hence more "exposure."

Grace Places Big Order For National 'Speedloader'

The Grace Line has ordered from National Malleable & Steel Castings Co., Cleveland, corner castings for 1,500 cargo containers—the first big order for the "Speedloader" system of container handling recently developed by National Malleable.

"Speedloader"—which is applicable to railroad cars and trucks as well as to steamships—is designed to facilitate rapid interchange of large freight containers through use of standardized loading and unloading equipment. Important parts of the system are a lifting spreader and upper and lower container corner castings, designed by National to fit virtually all standard commercial containers. The spreader is a large frame-like device which incorporates automatic mechanical latches and an electrical interlock system. The latches join upper container corners firmly to the spreader for crane lifting, and eliminate all mechanical handling.

The new system will be marketed through National Malleable's Transportation Products division.

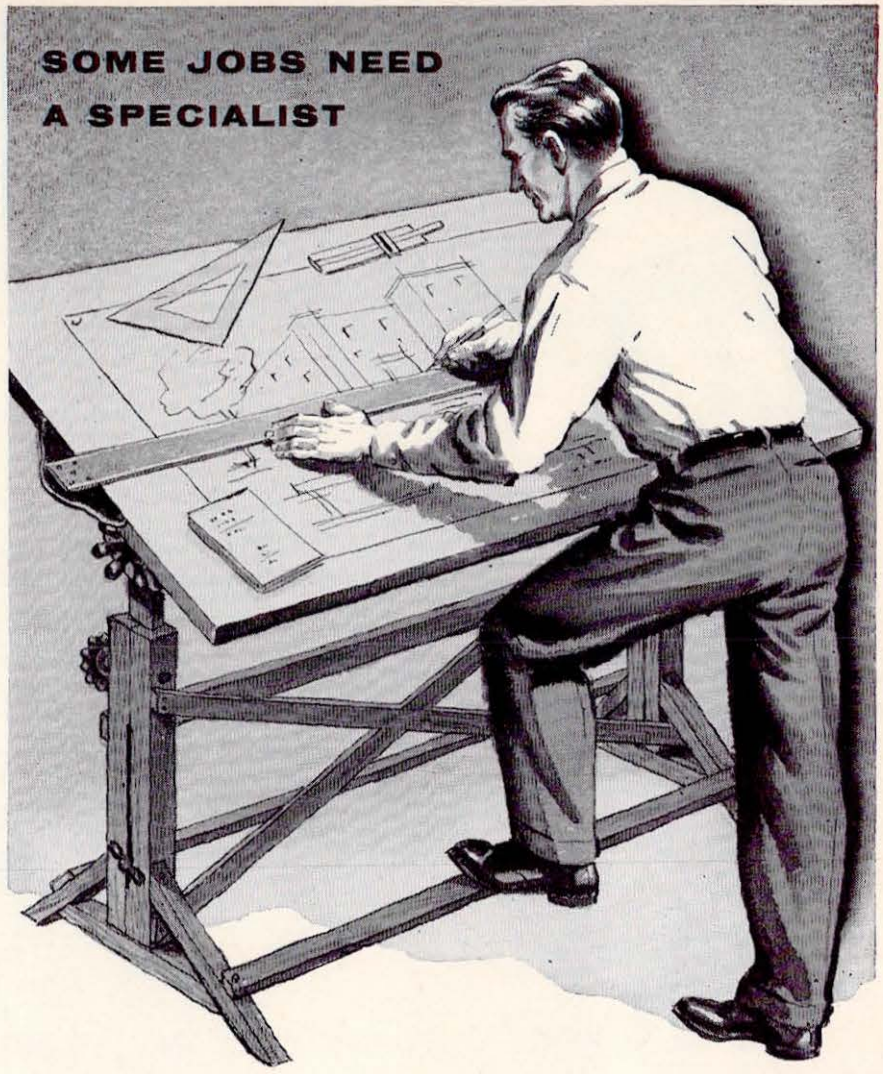
Corner castings in the Grace Line order will be applied to containers to be carried on two Grace ships which the Maryland Shipbuilding & Drydock Co. is now converting to container transport. Each of the converted vessels—the "Santa Eliana" and "Santa Leonor"—will carry 476 40,000-lb containers, 17 ft by 8 ft by 8 ft. The containers are made by Highway Trailer Co., Edgerton, Wis.

'Push-Pull' Diesels Start Shakedown

Chicago & North Western last week was using in suburban service the first of seven locomotives which are being converted to handle "push-pull" commuter trains. C&NW shops are modifying seven General Motors F-7 units for the special trains at a total cost of $262,000.

The "push-pull" cars themselves are due from Pullman-Standard beginning in August. Eight of the 36 cars will be equipped with "cabs" and locomotive-type controllers and air-brake controls. The seven locomotive units will provide power for the trains, with one or two units being held as stand-bys.

The modified locomotives are identical to two F-7's which have been equipped as stand-by power for C&NW's "bi-level" streamliners (RA. Oct. 27, 1958, p. 72). Diesel-driven 480-volt alternators provide power for electric car heating and air-conditioning units. The alternators are driven by 575-hp Cummins diesels.



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Shippers' Guide

Chesapeake & Ohio

. . . Service Changes

Has inaugurated direct LCL car lines from Grand Rapids, Mich., to Bay City (D&M), Bad Axe, Holly, Monroe, Plymouth and Port Huron (GTW); from Grand Rapids to Montreal (CPR); from Holly, Mich., Wayne and Monroe, and Columbus, Ohio, to Grand Rapids; and from Chicago to Toronto (CPR).

Has inaugurated way car service from Richmond, Va., to Ellerson and Keswick; and from Grand Rapids to Erie, Mich., and Wayne, to Reed City, Mich., and Evart, to South Lyon, Mich., and Williamston, and to Wixom, Mich., and Novi.

Has discontinued direct LCL or way cars from Richmond, Va., to Baltimore (PRR) and Charlottesville, Va.; from Huntington, W. Va., to Clifton Forge, Va.; from Detroit to Clifton Forge, Benton Harbor, Bad Axe, Holly, Monroe, Erie and Wayne, Reed City and Evart, South Lyon and Williamston, Wixom and Novi (all Mich.), Dayton, Ohio (B&O), Toledo (Walbridge), Ohio, Montreal (CPR), Scranton Transfer, Pa. (DL&W), and Bethlehem, Pa. (LV); from Holly, Monroe, Saginaw and Port Huron (all Mich.) to Detroit; from Columbus, Ohio, to Detroit; from Milwaukee to Detroit; from Chicago to Atlanta, Ga. (L&N); from Ashland, Ky., to Charlottesville; from Charlottesville to Staunton, Va., Keswick and Richmond, Ivy and Waynesboro, and Fisherville and Clifton Forge; from Clifton Forge to Gladstone and Westham, Hampton, Va., Richmond (RF&P), Spencer Transfer Sou.), Logan, W. Va., and Cincinnati; from Cincinnati to Charleston, W. Va., Johnson City, Tenn. (CRR), Bluefield, W. Va. (N&W) and Mullens (Vgn); and from Flint, Mich., to Detroit.

•

Santa Fe

. . . Transloading Pamphlet

Has issued an 8-page folder describing operation of its transloading service at Mahoney, Kan. Copies are available from H. R. Wright, general freight traffic manager, Santa Fe System Lines, Chicago.

•

Southern Pacific

. . . Piggyback Brochure

Has issued a new brochure outlining piggyback service presently available on SP, Cotton Belt, and major connections.

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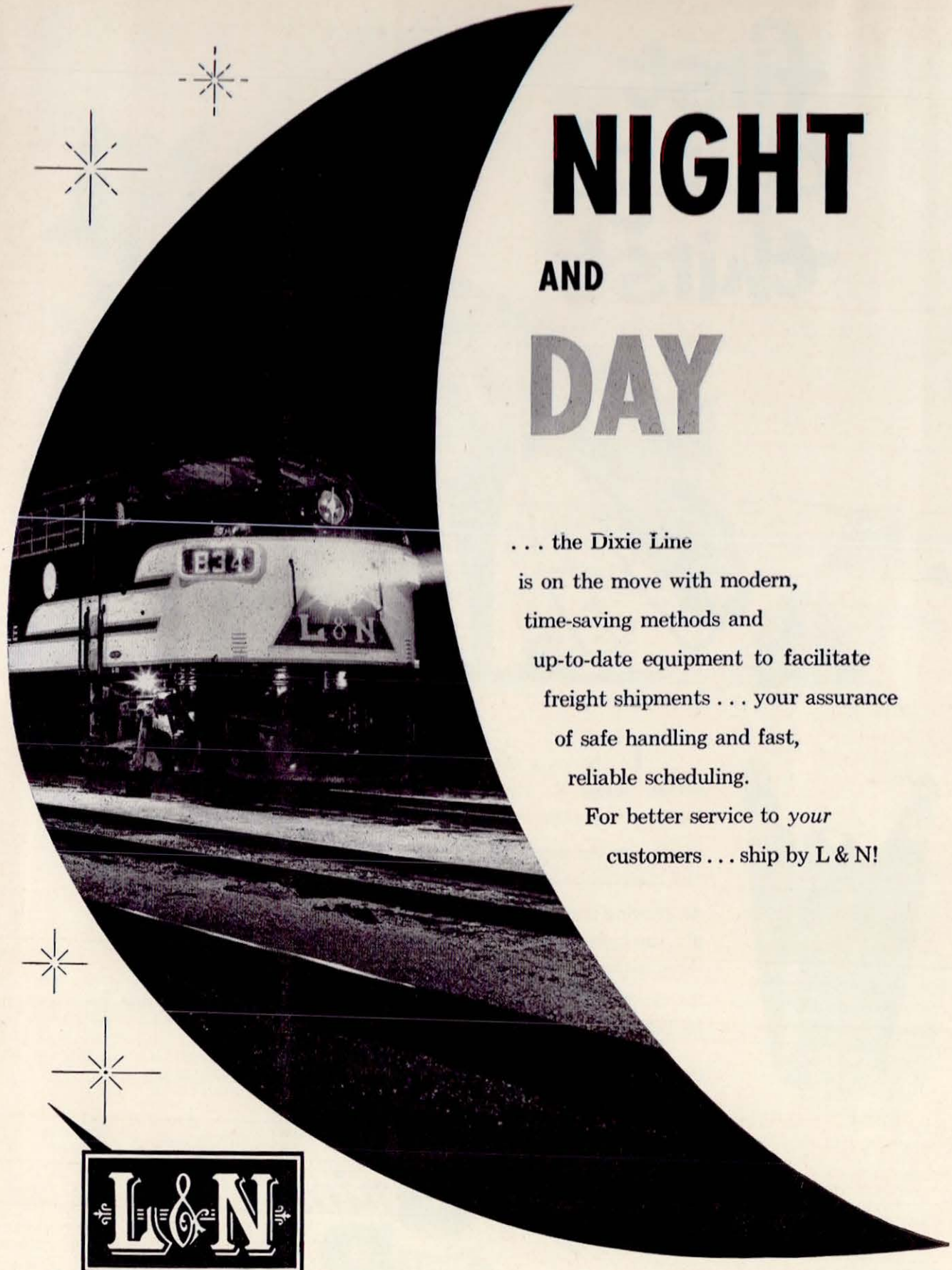

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Make & Model	Continental N-62	Continental Y-91	Continental ZD-129
No. Cylinders	4	4	4
Coolant	Liquid	Liquid	Liquid
Bare Engine HP	13.7 @ 1800 RPM	22.8 @ 1800 RPM	31.3 @ 1800 RPM
Piston Displacement	62 cu. in.	91 cu. in.	129 cu. in.
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Oil Capacity	4 qt.	5 qt.	9 qt.
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Nominal Refrigeration Capacity	5 tons	91G54—5 tons 91G8A—8 tons	129D5A—5 tons 129D8A—8 tons
Mounting	Nose Underslung Internal*	Underslung Internal*	Underslung Internal*

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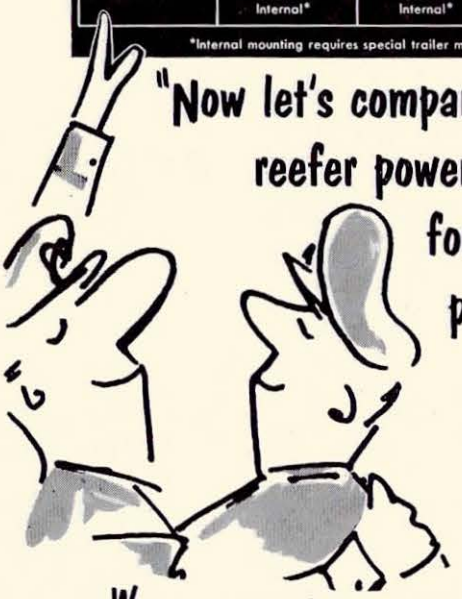

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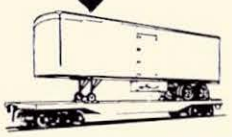

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People in the News

BALTIMORE & OHIO.—**Frank H. Cole, Jr.,** general attorney, Cincinnati, will retire Sept. 1.

CANADIAN NATIONAL.—**Edward L. Reynolds,** eastbound agent, New York, appointed general agent, freight traffic department, CNR-Grand Trunk, Battle Creek, Mich.

Effective July 19, headquarters of the Northern Ontario district are located at Capreol, Ont. (formerly at North Bay, Ont.).

Communications department changes: **M. L. Prentice,** superintendent, Ontario district, Toronto, named general superintendent, Western region, Winnipeg, succeeding **H. J. Clark,** who moved to Toronto as assistant general manager—staff. **F. H. Beauchamp,** plant supervisor, Toronto, named superintendent, Ontario district, succeeding Mr. Prentice.

P. L. Elliott, district safety supervisor, Northern Ontario district, appointed safety supervisor, Central region, Toronto.

W. R. Wright, director of public relations and advertising, Montreal, will relinquish his post in October to become president of McCann-Erickson (Canada) Ltd.

CANADIAN PACIFIC.—**E. A. Moule** appointed assistant manager, **J. Davies,** supervisor of heating and refrigeration, and **W. W. Stinson,** assistant superintendent, all of piggyback services, Montreal. **G. C. McDonald** appointed superintendent and **J. B. Allen,** assistant superintendent, piggyback services, Winnipeg, Man.

H. R. Impey, fuel purchasing agent, Winnipeg, appointed purchasing agent, Vancouver, succeeding **J. Arnott,** who retires Aug. 1.

The following appointments announced at Winnipeg, Man. and Vancouver, B.C., respectively: **L. R. Bangs** and **A. M. Fraser,** assistant general managers; **S. Gibbons** and **W. M. Harrison,** assistants to general manager; **T. Hall** and **H. E. Ansley,** special representatives; **K. A. Truman** and **W. G. Dyer,** regional engineers; **C. K. Holden** and **R. A. Swanson,** assistant regional engineers; **F. A. Felstead, G. P. Beach** and **J. Cherrington, G. G. Fyke,** assistant engineers; **W. Abell and J. W. Cartwright,** signal engineers; **T. F. Donald** and **W. Stewart,** superintendents, motive power and rolling stock; **J. J. Raby** and **A. T. Reynolds,** assistant superintendents, motive power and rolling stock; **S. A. Jones** and **E. H. Hanson,** supervisors, diesel equipment; **T. R. Weise** and **H. Chester,** superintendents, transportation; **D. F. Crawford** and **A. W. Kometz,** assistant superintendents, transportation; **A. R. Napper** and **W. E. Leeson,** supervisors, loss and damage prevention, perishable and weighing. **E. H. Greenfield** named supervisor, loss and damage prevention, Winnipeg. **J. C. Eldridge,** right of way and lease agent, Winnipeg, appointed manager, real estate department there, and his former position abolished. **B. G. Costello** appointed right of way and lease agent, Eastern and Atlantic regions, Montreal. **R. D. Hodgins** appointed manager, real estate department, Eastern region, Toronto.

CHESAPEAKE & OHIO.—**F. J. Householder, Jr.,** chief of personnel service, Cleveland, appointed special assistant—office of the president.

K. C. Hoffman, general agent, Boston, named general eastern freight agent, New York. **J. R. Holleran** appointed general agent, Milwaukee, succeeding **Joseph S. Balog,** transferred to Boston.

CHICAGO & NORTH WESTERN.—**W. H. Huffman** appointed assistant chief engineer—construction, and **M. S. Reid** named assistant chief engineer—maintenance, both at Chicago.

D. L. Perrin, superintendent, Iowa division, Boone, Iowa, appointed superintendent of safety, Chicago, succeeding **W. L. Roberts,** who retired July 1.

KANSAS CITY SOUTHERN.—**F. J. Slimer,** auditor, Louisiana & Arkansas, Shreveport, La., and **H. S. Souerwine,** assistant auditor, L&A, appointed assistant comptrollers, KCS, Kansas City, Mo. **E. A. Staman,** secretary and treasuerer, L&A, Shreveport, named assistant to president, KCS there. **J. M. Salter II,** treasurer, KCS, and **F. W. Beatty,** assistant treasurer, KCS, also named treasurer and assistant treasurer, L&A.

LEHIGH & NEW ENGLAND.—**E. W. Bedell,** superintendent car service, Bethlehem, Pa., retires July 31, and that position abolished. Car service matters will be handled by **H. C. Tunison,** general manager, and car accounting will be under jurisdiction of the comptroller.

MISSOURI PACIFIC.—**Douglas Brown** and **M. J. Hennessy,** assistants to controller, retired June 30. **E. R. Lauman** appointed general auditor; **D. T. Flynn,** assistant controller—methods and procedures; **N. C. Kresyman,** manager data processing; **J. H. Kitson,** assistant general auditor (revenue accounting); **W. J. Sullivan,** assistant general auditor; **H. F. Lembeck,** assistant general auditor; **M. F. Koenig,** auditor freight traffic, all at St. Louis.

Steel-Lined Tunnel

Chesapeake & Ohio is lining an important tunnel on its system with corrugated steel plate. The lining is being installed in the Williams Creek Tunnel 19 miles west of Ashland, Ky., to prevent crumbling in the nearly 80-year-old rail link between Ashland and Louisville. A crew of 22 C&O workmen each day install from two to eight horseshoe shaped sections. Concrete is pumped into the gap between the steel and the wall, leaving the metal lining exposed. C&O is lining 330 ft of the 2,000 ft long tunnel.

J. M. Toler, assistant superintendent, Nevada, Mo., appointed assistant general superintendent transportation, St. Louis, to replace **J. C. Love,** promoted (RA, July 6, p. 35). **V. G. Dyer,** trainmaster, Little Rock, Ark., named to succeed Mr. Toler, and in turn is succeeded by **T. E. Bolson,** trainmaster, Hoisington, Kan. Mr. Bolson's successor is **R. C. Speer,** trainmaster, Council Grove, Kan., who in turn is replaced by **B. J. Cranford,** transferred from St. Louis. **V. M. Driskill,** assistant trainmaster, Pine Bluff, Ark., succeeds Mr. Cranford.

NEW HAVEN.—General offices of the passenger traffic department have been transferred from Boston to New Haven. Excepted from the move was the office of **Eugene J. Grimes,** manager of baggage, mail and express traffic. A district sales and service office will be maintained at South Station under jurisdiction of **James V. Whalen,** general passenger agent. Ticket redemptions by mail will be henceforth handed by the auditor of passenger receipts office at New Haven. Position of manager of fares, tickets and redemptions has been abolished. **Earl R. Kellog** appointed manager, passenger fares and divisions at New Haven. **Richard H. Forsythe** appointed manager, research and advertising and **J. Frank Keefe** named research and advertising assistant, both at New Haven.

NEW YORK CENTRAL.—**J. A. R. Draper** appointed trainmaster, Canada division, at Windsor, Ont., succeeding **D. G. Boomer,** transferred.

R. L. Teeter, assistant division engineer, Toledo, Ohio, appointed division engineer, Lake division, Cleveland, Ohio, succeeding **R. W. Orr,** appointed assistant district engineer, Cleveland, to replace **A. Mathews, Jr.,** transferred.

S. Smyth appointed supervisor of wage schedules, Syracuse, N.Y.

George Coates, freight claim agent, Buffalo, N.Y., appointed general superintendent of property protection and freight claims, New York, succeeding **Frank G. Love,** retired.

A. W. Krug, chief claim agent, Detroit, transferred to Chicago to succeed the late **P. H. Winter.** Mr. Krug's former position abolished.

The NYC's Ohio Central division will become part of the Southern district, headquartered at Indianapolis, effective Aug. 1. The division is presently part of the Western district, headquartered at Cleveland.

NORFOLK & WESTERN.—**J. J. Needham,** commercial agent, Philadelphia, Pa., appointed district freight agent there.

PENNSYLVANIA.—**Frederick N. Sass** appointed manager, economic analysis, Philadelphia.

William L. Frederick, assistant budget supervisor, Northern region, Buffalo, N.Y., appointed budget supervisor there, succeeding **Edward L. Vossler,** retired.

D. E. Pergrin, regional engineer, Southwestern region, Indianapolis, Ind., transferred to the Philadelphia region, succeeding **L. W. Green,** named resident engineer, Washington, D.C. **J. T. Evans,** assistant regional engineer, New York, promoted to regional engineer, Indianapolis. **J. J. Baffa,** district engineer, Baltimore, succeeds Mr. Evans at New York. **William Glavin,** district engineer, Altoona (Pa.) district, transferred to Harrington, Del., succeeding **W. B. Knight,** who replaces Mr. Baffa at Baltimore. **D. R. Wolfe,** supervisor track, Lancaster, Pa., promoted to

assistant district engineer, Altoona.

W. P. Conklin appointed manager of real estate, Philadelphia.

Kenneth C. Barry, assistant manager of real estate, Pittsburgh region, named manager of real estate, Buckeye region, Cincinnati, to succeed **Robert R. McClain,** transferred to the Northwestern region, Chicago.

John C. Sperry, manager of transportation engineering, Philadelphia, named assistant superintendent of transportation, Columbus, Ohio, replacing **Albert M. Schofield,** appointed superintendent of transportation, Chesapeake region, Baltimore.

Henry W. Wittman, assistant master mechanic, Pitcairn (Pittsburgh), appointed master mechanic, Cincinnati, succeeding **Richard C. Ambelang,** transferred to Chicago.

RUTLAND.—Robert L. Keith appointed executive assistant and will continue as general claims and land agent, Rutland, Vt. **William H. Ross,** assistant purchasing agent, appointing acting purchasing agent. **John W. Lovett** named manager of personnel and will continue as trainmaster and general representative.

SANTA FE.—M. B. Adams, general supervisor of diesel engines, Chicago, appointed master mechanic there, succeeding **L. L. Luthey,** named superintendent of shops, San Bernardino, Cal. Mr. Adams' successor is **C. A. Wilson,** assistant general supervisor of diesel engines, who in turn is replaced by **W. E. Seagraves,** assistant supervisor of diesel engines. **D. M. Miller** appointed master mechanic, Oklahoma division, Arkansas City, Kan., to succeed **Paul A. Buckman,** retired.

Dale R. Weems, telegraph engineer system, Chicago, promoted to superintendent of communications, Amarillo, Tex., to replace **W. C. Hankison,** who retired June 30. **Joseph H. Nail,** eastern line communications engineer, Topeka, Kan., succeeds Mr. Weems.

SOUTHERN PACIFIC.—D. W. Tanner, assistant superintendent, Salt Lake division, Ogden, Utah, promoted to superintendent of the division, to replace **Milton A. McIntyre,** transferred to the Los Angeles division, Los Angeles.

S. R. Christensen appointed assistant general freight agent, Los Angeles, succeeding **J. H. Lyons,** promoted.

Industrial Traffic

Everett York, shipping and receiving supervisor, named traffic manager of the Danville, Ill., plant of **Hyster Co.**

John S. Durate, traffic manager of **Metropolitan Brick, Inc.,** of Canton, Ohio, has been named manager of purchasing and traffic.

George W. Cook, director of purchases for **Owens-Illinois Glass Co.,** Toledo, Ohio, has been promoted to the newly created position of director of purchases and traffic. **Robert J. Mayne** has been appointed general purchasing manager.

Frank E. Whyte, general purchasing agent, **SKF Industries, Inc.,** Philadelphia, appointed to the newly created position of director of purchasing. Mr. Whyte will direct and coordinate the purchasing and traffic department activities.

Richard A. Stuart, traffic manager of the Mennen Co., Morristown, N.J., has been appointed traffic manager of Whitehall Laboratories, division of **American Home Products Corp.,** succeeding **Clarence D. Smith** (RA, June 29, p. 63).

Wallace G. Pound, assistant traffic director, Buick Motor Division, **General Motors Corp.,** Flint, Mich., has been appointed traffic director, succeeding **C. Clark Smith,** who retired June 30.

William F. Schnaitmann has been appointed manager, transportation services section, general traffic department, **Montgomery Ward & Co.,** Chicago, succeeding **Stephen F. Kirby,** assistant traffic manager, retired. **McGlon T. Holloway,** traffic manager, Oakland, Cal., has been named regional traffic manager, South Central region, Kansas City, succeeding **Robert B. Maloney,** who has replaced Mr. Schnaitmann. **Frank A. Crow,** fashions house traffic manager at Chicago, appointed traffic manager, Baltimore, Md., succeeding **Felix J. Gervais,** who replaces Mr. Holloway. **John M. Bruckner,** routing supervisor, general traffic department, Chicago, has been appointed field traffic consultant, North Central region, succeeding **Floyd V. Pollard,** named traffic manager, Denver, replacing **Earl E. Anderson,** retired. **Herbert H. Bowker,** staff assistant, succeeds Mr. Bruckner.

James J. Walsh has joined **Hudson Pulp & Paper Corp.,** New York, as general traffic manager. Mr. Walsh was formerly manager of distribution analysis at Warner-Lambert Pharmaceutical Co.

James V. Wright, former transportation engineer for National Gypsum Co., has been named materials handling director for the **National Retail Lumber Dealers Assn.,** Washington, D.C.

Supply Trade

John T. Kolb, assistant mechanical engineer, appointed mechanical engineer of the **Greenville Steel Car Co.,** Greenville, Pa., succeeding **Paul W. Hinman,** who has retired after 49 years of service with that firm.

Kenneth J. Wolf, manager of the sales engineering section, **Electro-Motive Division** of **General Motors Corp.,** has been appointed manager of the product application section of the sales department. **Warren A. Fox,** supervisor of the sales engineering section, named to succeed Mr. Wolf.

William Doherty, sales representative, has been promoted to sales manager for Transac computers for the Government & Industrial division, **Philco Corp.,** Philadelphia, Pa.

Roy T. Olson, Jr., and **Edward J. Brizzolara** have been appointed sales representatives of **Automatic Electric Sales Corp.,** Northlake, Ill. Mr. Olson's territory will include parts of Illinois and Wisconsin and Mr. Brizzolara's will include parts of Illinois and Indiana.

OBITUARY

W. D. Brooks, vice president in charge of export for **Fairmont Railway Motors, Inc.,** died on July 10 at Fairmont, Minn.

Letters from Readers

Rules Revision—BLE View

Minneapolis, Minn.

To the Editor:

This letter is in reply to your editorial captioned "Working Rules" on page 13 of the July 13th issue commenting on the statements of Mr. Guy L. Brown, Grand Chief Engineer, Brotherhood of Locomotive Engineers, in criticism of the speech of AAR President Daniel P. Loomis delivered in Minneapolis recently . . .

If Mr. Loomis and the American Association of Railroad Union wished to change the antiquated working rules of the operating crafts to more modern rules, I think that the operating brotherhoods would be more than willing to go along for the change. For example, the 8-hour day with 16 hours off has been an accepted and established practice in all industries and business except on the railroads for many years.

The operating crafts still have the antiquated rule of 16 hours work and 8 hours rest.

I would be willing to revise this rule so that men in the operating crafts would be relieved after 8 hours work regardless of where they may be and afforded 16 hours rest.

The operating crafts, I am sure, would be willing to revise the working rules so as to conform to other industries and businesses by changing the straight time pay now in effect on the railroads for Sundays and holidays work to double time for holidays and time and one-half for Sundays and also for overtime after 8 hours on duty.

The operating crafts would also be willing to adopt the rules of all other business establishments and industries and pay their employees their expenses away from home . . .

We would also be happy to give up working Thanksgiving, Christmas, and New Year's so that we could spend those days at home and on the other holidays we would like to go on picnics with our families.

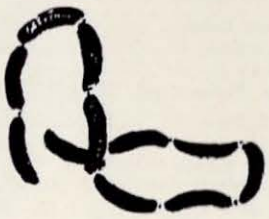
We would like our meals at mealtime, sleep and rest at night as was intended by the good Lord when He created day for labor and night for slumber.

If Mr. Loomis is willing to negotiate on these terms, then he will find us ready to meet him and change the present antiquated rules more in line with those enjoyed by other workers. . .

Tagnor Olson, Chairman (Soo Line) General Committee of Adjustment, BLE

(Mr. Olson must be joking when he says 16 hours of work is a railroad "rule." He certainly knows that such long hours are rare, and are paid at penalty rates. He asks for a system of pay which would require railroads to close down at night, and on weekends and holidays. That wouldn't help much in competing for traffic.—Editor.)

For shipping tanks



or franks

or piggy banks

The better way is Santa Fe

No matter what you ship call the nearest Santa Fe Traffic Office and let the longest railroad in our nation go to work for you.

Santa Fe

Dividends Declared

ATCHISON, TOPEKA & SANTA FE.—30¢, quarterly, payable Aug. 1 to holders of record July 31.

ATLANTA & CHARLOTTE AIR LINE.—$4.50, semiannual, payable Sept. 1 to holders of record Aug. 20.

ATLANTIC COAST LINE.—50¢, quarterly, payable Sept. 11 to holders of record Aug. 4.

CHESAPEAKE & OHIO.—common, $1, quarterly, payable Sept. 21 to holders of record Sept. 1; 3½% preferred, 87½¢, quarterly, payable Nov. 1 to holders of record Oct. 7.

CINCINNATI INTER-TERMINAL.—4% preferred, $2, semiannual, payable Aug. 1 to holders of record July 20.

CLEVELAND, CINCINNATI, CHICAGO & ST. LOUIS.—common, $5, semiannual; 5% preferred, $1.25, quarterly, both payable July 31 to holders of record July 21.

CLEVELAND & PITTSBURGH.—7% regular guaranteed, 87½¢, quarterly; 4% special guaranteed, 50¢, quarterly, both payable Sept. 1 to holders of record Aug. 10.

LOUISVILLE & NASHVILLE.—$1.25, quarterly, payable Sept. 11 to holders of record Aug. 3.

NORTHERN OF NEW HAMPSHIRE.—$1.50, quarterly, payable July 31 to holders of record July 12.

PEORIA & BUREAU VALLEY.—$2.50, semiannual, payable Aug. 1 to holders of record July 31.

PHILADELPHIA, GERMANTOWN & NORRISTOWN.—$1.50, quarterly, payable Sept. 4 to holders of record Aug. 20.

PITTSBURGH, YOUNGSTOWN & ASHTABULA.—7% preferred, $1.75, quarterly, payable Sept. 1 to holders of record Aug. 20.

WESTERN PACIFIC.—75¢, quarterly, payable Aug. 17 to holders of record Aug. 3.

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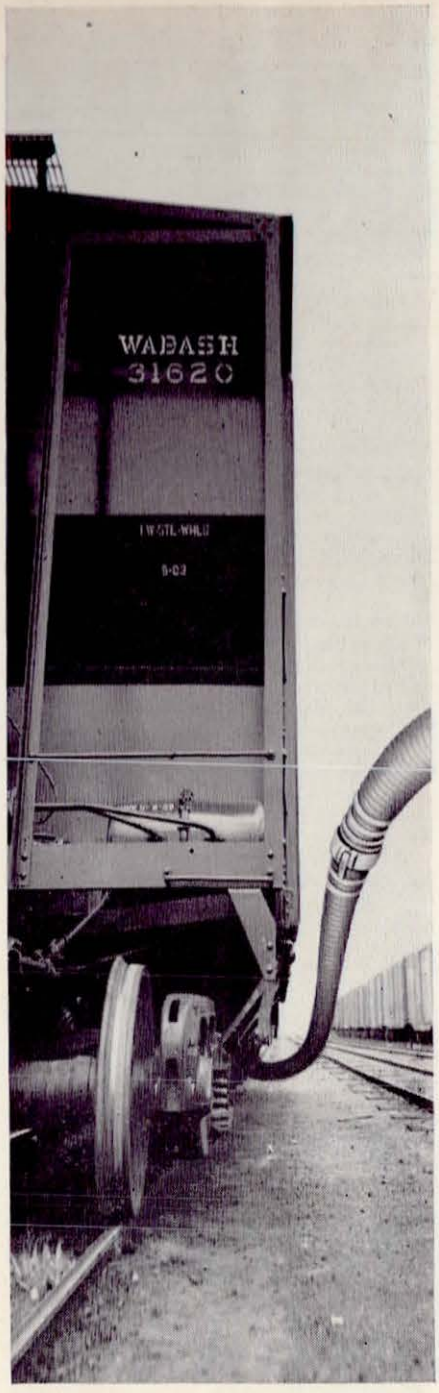


Look . . . no hands! New Wabash cars unload by suction

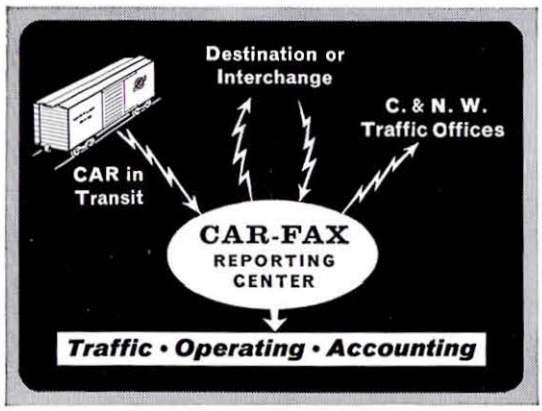
As easy as sippin' soda through a straw—and just as sanitary. That's the way these jumbo-sized (3500 cu. ft.) cars can be drained of plastics, peanuts, malt and other dry products. These new cars save shippers time and money, keep Wabash modern, ready to serve.

WABASH

The modern railroad

Through a miracle of electronics...

YOU RIDE WITH YOUR SHIPMENT!



As indicated in the diagram above, Car-Fax Reporting Center receives constant information on the movement of every carload of freight moving over C&NW lines. This information is relayed to its destination or interchange and also to our traffic offices throughout the country. Up-to-the-minute location of any car is available by simply calling the C&NW traffic office nearest you.

Car-Fax, North Western's new and exclusive electronic car locating system, reports carload shipment progress as fast and as accurately as if you, yourself, were riding in the locomotive cab.

It works this way: Whenever a car passes check points or enters or leaves the North Western System, IBM machinery speeds into action, detailing the move. If it is delayed, Car-Fax notes that, too. Almost instantaneously, car-coded information is processed and transmitted to all traffic offices concerned.

Accurate information on your car of freight is available to you when you want and need it. In addition to location, Car-Fax notes destination, point of origin, routing, contents and type of car, number, date and time of movement . . . data that can help you pinpoint deliveries to pre-plan production schedules or facilitate reconsignment.

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Shipments go efficiently when they go Norfolk and Western

- more freight cars per mile of line than any railroad 250 miles or more in length
- the nation's newest and most modern fleet of diesel locomotives
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- smooth, solid roadbed
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- a modern, aggressive railroad all the way, dedicated to Better Service for you — our customers

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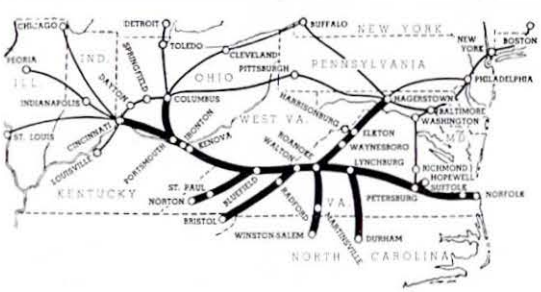

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PRECISION TRANSPORTATION

MARKET OUTLOOK *at a glance*

Carloadings Rise 5.5% Above Previous Week's

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For the week ended Saturday, July 11

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Allegheny	95,927	75,771	130,531
Pocahontas	20,883	19,167	52,100
Southern	91,157	82,553	109,468
Northwestern	103,527	88,727	118,533
Central Western	109,302	107,652	123,779
Southwestern	47,637	46,474	56,852
Total Western Districts	260,466	242,853	299,164
Total All Roads	554,426	491,566	692,599
Commodities:			
Grain and grain products	64,006	63,399	70,765
Livestock	3,765	3,891	4,843
Coal	25,875	24,721	99,976
Coke	9,341	5,188	10,214
Forest Products	35,759	31,272	37,568
Ore	69,957	52,398	93,248
Merchandise l.c.l.	38,958	41,459	50,780
Miscellaneous	306,765	269,238	325,205
July 11	554,426	491.566	692,599
July 4	573,325	460,345	535,334
June 27	697,633	627,185	732,733
June 20	723,738	628,010	746,764
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Cumulative total, 28 weeks	17,281,263	15,256,027	19,068,329

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Totals for Canada:		
July 7, 1959	71,945	24,999
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Cumulative Totals:		
July 7, 1959	1,895,687	744,673
July 7, 1958	1,880,240	753,545

New Equipment

FREIGHT-TRAIN CARS

► *Atlantic Coast Line.*—Ordered 700 50-ft box cars and 300 70-ton phosphate hopper cars from ACF for delivery in October and November. These cars, plus 200 5,400-cu ft capacity wood chip cars which ACL is building in its Waycross, Ga., shops (RA, Dec. 22, 1958, p. 51), cost in excess of $13.5 million. All are to be equipped with roller bearings. One hundred of the new box cars will be equipped with special rack devices.

► *Nickel Plate.*—Company shops are converting 165 box cars to piggyback flat cars, equipping 25 gondolas with steel covers, and equipping 65 cars for handling coil steel. In addition, Evans Products is equipping 99 box cars for transportation of small domestic automobiles. Bids are out to car builders for 500 new box cars.

► *Milwaukee.*—Ordered 25 52-ft 6-in., 70-ton gondola cars from Thrall Car. All cars will be equipped with removable covers for protecting lading.

LOCOMOTIVES

► *Southern Pacific.*—Ordered 35 diesel locomotives at a cost of $7,000,000 from Electro-Motive and Alco for September delivery. Alco is going to furnish 15 units, and EMD 20. Thirty-two of the new locomotives are in the 1,750-to-1,800-hp class. Three are in the 2,400-hp class. All of the EMD units (GP-9s) and three of the Alco units (2,400 hp) are to have cut-down, short hoods providing a larger field of vision for the engineer.

Orders and Deliveries

► *Orders Increase.*—Orders were placed in June for 8,054 freight cars, compared with 5,253 in May. Freight cars ordered in June 1958 totaled 317. Deliveries in June totaled 3,950, compared with 3,358 in May, and 2,407 in June, 1958. The backlog of cars on order and undelivered as of July 1, 1959, was 40,973, compared with 36,869 on June 1, and 27,757 on July 1, 1958.

Type	Ordered June, 1959	Delivered June, 1959	On Order & Undelivered July 1, 1959
Box—Plain	1,259	874	13,644
Box—Auto	0	0	500
Flat	454	328	1,764
Gondola	25	295	4,245
Hopper	5,000	1,966	16,442
Cov. Hopper	281	281	873
Refrigerator	700	0	2,385
Stock	0	0	0
Tank	325	188	897
Caboose	0	9	91
Other	10	9	132
TOTAL	8,054	3,950	40,973
Car Builders	7,238	2,927	20,059
Railroad Shops	816	1,023	20,914

a RAILWAY AGE time-saver page

Featherbedding Proof Offered

► The Story at a Glance: AAR Vice President J. Handly Wright says the railroads are prepared to show detailed featherbedding studies to "any qualified public group appointed to help solve this problem."

These studies, according to Mr. Wright, pinpoint areas where railroads can save at least $500 million a year if they get "a fair day's work for a fair day's pay."

Mr. Wright made the statement in an address answering some of the unions' criticisms of the railroads' current campaign to correct "make-work" abuses. Meanwhile, a 1960 Presidential hopeful—leftish Minnesota Senator Hubert H. Humphrey—has branded the campaign as "unfounded."

J. Handly Wright, the AAR's vice president—public relations, has sought to "pin down the facts on some misleading contentions being publicized by labor leaders" on the issue of featherbedding.

Addressing the Southern and Southwestern Railway Group in Savannah, Ga., Mr. Wright led off with a denial of one labor leader's charge that the $500-million-a-year price tag management has pinned to "make-work" was "gerrymandered out of thin air."

"Featherbedding waste calculations," declared Mr. Wright, "are based directly on detailed studies of actual operating practices at the ground level —in passenger terminals and freight yards and at industrial sidings and out on the right of way.

"These studies, which will be thrown open to examination by any qualified public group appointed to help solve this problem, indicate precise areas where a minimum of $500 million can be saved each year if all railroad employees did a fair day's work for a fair day's pay."

Mr. Wright deplored what he called "violent labor propaganda" on the issue.

"The most disturbing aspect of this barrage . . . lies in its apparent dual objective of destroying the worker's confidence in management and the public's confidence in how railroads are run," he said.

"For example, the effort to end featherbedding is capriciously twisted by labor in public pronouncements as a drive against rail workers themselves. This can only be viewed as a low blow, delivered with disdainful disregard of emphatic statements to the contrary. At the very outset railroad management spokesmen emphasized that the anti-featherbedding effort is directed not against railroadmen or people but against the time-worn practices and rules that threaten to destroy all jobs unless changed. To the extent such purposeful distortion wins acceptance, labor leaders must bear the blame for a callous and unprecedented blow to worker morale. . . .

"Another demoralizing aspect of labor propaganda concerns railroad safety. In this respect we are witnessing an equally deplorable campaign to panic the public into thinking that sensible rules revisions will endanger operations. The charge glibly brushes aside the decades-old, success-studded effort of railroads to rise to new heights of safety in everything they do, for both passengers and employees. As a result, overall injuries today are only one-sixth those of the early 1920's, and but one fatality is recorded now for each three in those earlier years. But facts are apparently deemed unnecessary to the labor leaders' straight appeal to basic emotions. . . .

"When not attacking managerial actions, the labor executives are drawing all kinds of red herrings across the path in an effort to divert attention from the need for work-rule changes. For instance, union chiefs talk incessantly of 'low' worker earnings in an industry where the workers are probably the best paid in the whole economy. They point out that 60 years ago there were approximately 850,000 railroad employees and that today a similar number is handling five times as much transportation. This is quite true but labor spokesmen conveniently neglect to add that the annual compensation of these employees has increased 10 times. Thus, true labor productivity, in terms of traffic units turned out per dollar of employee compensation, has been cut almost in half.

"Moreover, in this same period, the book investment in railroad facilities and equipment has multiplied from $9.8 billion to $36 billion. It is clear, therefore, that increases in traffic handled in relation to the number of workers has resulted primarily from the more productive plant created by billions of investors' dollars."

Mr. Wright said that "perhaps the fishiest red herring of all" is labor's charge of managament featherbedding. "Union propaganda," he said, "hammers on the acknowledged point that the number of employees at the management level has remained stable in the face of an almost 50% decline in overall employment. The facts are that demands for supervisory skills to operate today's railroads have paralleled the increasing complexity of plant and equipment and operating methods."

Mr. Wright concluded with the pledge that "backed by an aroused public opinion, and bound together in united determination, the railroad industry this year will come to firm grips with this featherbedding problem."

U. S. Senator Hubert H. Humphrey, meanwhile, entered a dissenting opinion. Addressing the 37th convention of the Brotherhood of Locomotive Firemen & Enginemen in St. Paul last week, the Minnesota Democrat said that "the railroad workers of this nation have been made the target for one of the most unfounded and expensive propaganda attacks that the 'perfume and soap' boys of Madison Avenue have ever launched against any

6 Autos, 1 Flat Car

In a recent test at Weehawken, N. J., the New York Central demonstrated that it could efficiently load six small imported automobiles on a single flat car —but the point may be academic. The ICC's Division 3 has condemned the road's reduced rates on movements of imported autos-on-flat cars (between the New York port area and 11 midwestern points) and ordered them cancelled. Highway carriers, who handled nearly all of the 11,000 imported cars entering New York last year, protested the rates. NYC is appealing to the entire Commission, still has high hopes for capturing some of the traffic.

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► *Milwaukee.*—Ordered 25 52-ft 6-in., 70-ton gondola cars from Thrall Car. All cars will be equipped with removable covers for protecting lading.

LOCOMOTIVES

► *Southern Pacific.*—Ordered 35 diesel locomotives at a cost of $7,000,000 from Electro-Motive and Alco for September delivery. Alco is going to furnish 15 units, and EMD 20. Thirty-two of the new locomotives are in the 1,750-to-1,800-hp class. Three are in the 2,400-hp class. All of the EMD units (GP-9s) and three of the Alco units (2,400 hp) are to have cut-down, short hoods providing a larger field of vision for the engineer.

Orders and Deliveries

► *Orders Increase.*—Orders were placed in June for 8,054 freight cars, compared with 5,253 in May. Freight cars ordered in June 1958 totaled 317. Deliveries in June totaled 3,950, compared with 3,358 in May, and 2,407 in June, 1958. The backlog of cars on order and undelivered as of July 1, 1959, was 40,973, compared with 36,869 on June 1, and 27,757 on July 1, 1958.

Type	*Ordered June, 1959*	*Delivered June, 1959*	*On Order & Undelivered July 1, 1959*
Box—Plain	1,259	874	13,644
Box—Auto	0	0	500
Flat	454	328	1,764
Gondola	25	295	4,245
Hopper	5,000	1,966	16,442
Cov. Hopper	281	281	873
Refrigerator	700	0	2,385
Stock	0	0	0
Tank	325	188	897
Caboose	0	9	91
Other	10	9	132
TOTAL	8,054	3,950	40,973
Car Builders	7,238	2,927	20,059
Railroad Shops	816	1,023	20,914

War-Readiness: ICC View

► **The Story at a Glance: ICC recommendations and suggestions are now before the subcommittee of the House Armed Services Committee which is considering the adequacy of transportation in the event of emergency.**

The Commission made nine proposals at hearings being held by the subcommittee headed by Representative Paul J. Kilday of Texas. Among other things, they called for impartial regulation of all forms of transport, more economical railroading through more mechanization, elimination of duplicate facilities, consolidations, pooling of traffic and standardization of equipment.

The Commission also said it is "imperative" that the freight-car fleet be built up, and in that connection it advocated again the enactment of the incentive per diem bill, S.1789, now on the Senate calendar. This would permit the Commission to order increases in the per diem rate to promote buying of cars.

The subcommittee has also received presentations from the Department of Commerce (RA, July 20, p. 15) and the Office of Civil and Defense Mobilization. Its subsequent meetings have been executive sessions at which representatives of the armed forces were heard, but public hearings will be resumed this week when the AAR and Railway Progress Institute are scheduled to make presentations.

The ICC recommendations were presented by Chairman Kenneth H. Tuggle who got his statement under way with a complaint about the Commission's lack of funds to carry out its defense mobilization functions.

"We may," he said, "be characterized as being in a state of immobilization in our mobilization activities." He called this situation "serious," because "we should be carrying on many important activities to prepare for the participation of the domestic surface transportation industry in any war effort."

Commission recommendations, in addition to those noted above, call for:

Stockpiling of critical car components, equipment now being abandoned as obsolete (barges and passenger cars), and some materials for road facilities, such as steel structuring of overpasses and "specialized steel."

An end of "alleged uneconomical labor practices, whether on the part of management or labor."

A self-supporting railroad passenger service with needed but unprofitable commuter services subsidized by communities which need them.

Coordinated transport operations—inter-mode as well as intra-mode.

In his discussion of the freight car situation, Mr. Tuggle said the Commission estimates that the 78,000 cars built in 1957 would have cost "at least" $40 million less than the $682 million spent for them if they had been built according to standard specifications. The "on-again, off-again policy of providing good maintenance and maintaining adequate car fleets" was characterized by Mr. Tuggle as "contrary to any common sense approach to maintaining railroads in condition to carry the load in time of national defense emergency." The ICC chairman went on to suggest that "perhaps some form of accelerated depreciation privilege or tax advantage would encourage the building of an adequate fleet of cars" (RA, July 20, p. 10).

Meanwhile, the Commission found "encouraging evidences that the railroads are taking some belated steps to put their operating plant in better condition." It also noted that "much has been done" in the past 10 years to improve the efficiency of rail transportation.

As to the ability of railroads to cope with emergencies, Mr. Tuggle said they are "self-reliant and used to repairing damage from floods, fire and other disasters in a hurry." He added: "They can do the same in war. Rail service in and out of Hiroshima was restored within 18 hours after the first atom bomb was dropped."

The ICC chairman also explained that the railroads have "considerable flexibility in accommodating expansion in traffic with a minimum increase in equipment." During a survival period, he suggested, the railroads' ability to transport might be governed more by shortages of manpower and fuel than by shortages of equipment or facilities.

As to the "growing use of private transportation," the Commission thinks this "must be regarded as presenting a serious national defense problem." It explained that experience has shown that common carriers comprise the most reliable and efficient wartime transportation agency.

The truckers, as the Commission put it, "are as able now as at any time in their history to participate in the movement of traffic under emergency conditions." Here it does foresee, however, "serious problems of coordination and control" which will require the "closest kind of government-industry cooperation." Other Commission comment on the trucking industry said it has but little unused cargo capacity, so "greater availability would have more intensive usage of what is available."

The Commission's general appraisal of the situation as to carriers on the inland waterways is that they are "in good financial condition" and "capable of expanding their facilities and service to meet an emergency, given the time to increase their fleets." While on this subject, the Commission took occasion to remind the subcommittee that the "greater part" of inland waterway transportation is exempt from regulation and to express its belief that regulation "assists economic growth of transportation on inland waterways."

Volume Rates OK'd

Volume rates have been found lawful by the ICC. The Commission has cleared the rates, in effect for about a year, that have kept coal moving to major generating plants of the Virginia Electric & Power Co.

The rates were published by the Pocohontas lines and some of their connections when the utility company advised that it might build a mine-mouth generating plant and thus end its dependence on rail transportation. The annual revenue stake exceeds $10 million.

The discount amounts to 35 cents per ton under corresponding rates on other bituminous coal. It applies on a month-to-month basis, and the utility company must qualify each month by proving that its coal is continuing to move at an annual rate of 1,500,000 tons from one or more of the origin points named in the tariff to one or more of the named destination points.

The Commission's report by Division 2 adopted recommendations of Examiner Burton Fuller's proposed report (RA, Feb. 23, p. 9). A dissent came from Commissioner Winchell, who recorded his inability to agree with the majority finding that the rates do not result in unjust discrimination.

The commission disposed of the freight forwarders with one sentence, saying they "generally use the facilities of other interstate carriers and, therefore, are not considered separately herein." As to the pipe lines, the Commission said they have expanded their facilities in recent years and are "in sound financial conditions." It also pointed out that pipelines "are not vulnerable to damage due to dispersal, except at gathering stations," and repairs "are comparatively easily accomplished if material and manpower are available."

The Commission also told the subcommittee about the system of priorities and embargoes for surface commercial carriers which it has developed for use in the event of a national civil defense emergency. The system is embodied in the 12 general orders issued by the Commission in December 1956. There has been "general acceptance" of these mobilization orders by transport operators and users, the Commission reported.

The OCDM presentation came in statements by its director, Leo A. Hoegh, and by its deputy assistant director for transportation, Owen R. Jones. Generally, OCDM thinks the transportation industry would do relatively as well as any other industry in an emergency.

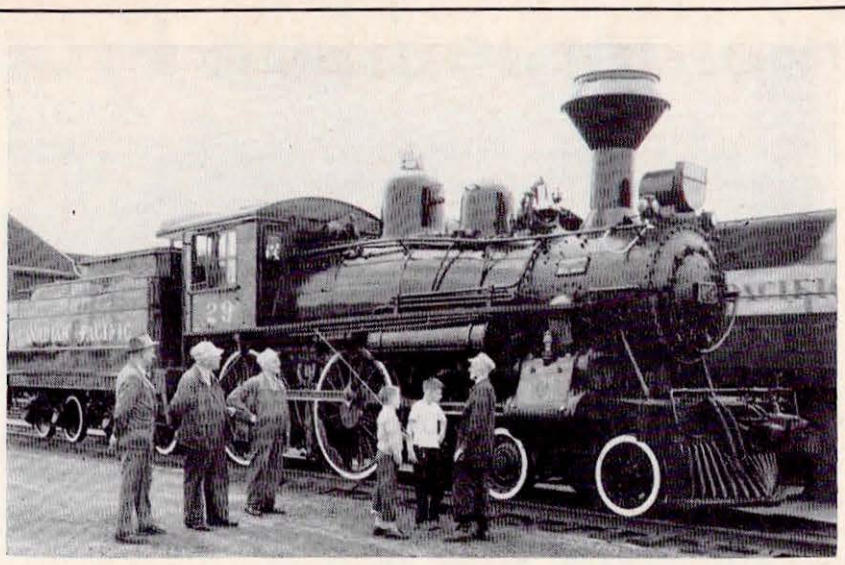
As Director Hoegh put it, OCDM thinks it "unlikely that all essential needs for movement can be met." Thus it is "prepared to exercise systems of allocations, permits, releases, embargoes and priorities in order to get the more pressing movement through." OCDM also wants integrated-transport studies.

California Railroads Withdraw Tax Suits

Tax recovery suits filed in California by four railroads are being withdrawn. The carriers—Southern Pacific, Santa Fe, Western Pacific and Union Pacific—believe that new state legislation will pave the way for more equitable tax assessment.

The suits, filed earlier this year, asked for the return of 52.6% of 1958-59 railroad property taxes, on grounds that the carriers were taxed at twice the ratio of market value applicable to other property owners (RA, May 4, p. 35).

George L. Buland, SP vice president and general counsel, said the railroads are now dismissing the suits "because of our confidence that the State Board of Equalization will proceed fairly with respect to our assessments under the law as now clarified by the Coolidge Bill to improve equalization machinery.



Still in Service: CPR Eight-Wheeler

Still spry at 72, Canadian Pacific No. 29 is one of the last three locomotives of its wheel arrangement in service on a major American railroad. The 4-4-0 "American" type steamer was recently dolled up for centennial celebrations at Caribou, Maine, this month. When the revels are ended, No. 29 will go back to service on the branch between Chipman and Norton, N. B., where a bridge limit keeps her alive.

REA Plans Incentive Rates

The Railway Express Agency told the Interstate Commerce Commission last week that it expects to put its business back on a profitable basis by:

- Revamping its operations.
- Revising its basic rate structure.
- Competing more vigorously with other small-shipment carriers.
- Winning greater shipper support for its diversified services.

REA's standard operating agreement, approved unanimously by its 178 contract roads (RA, July 20, p. 7), was submitted last Thursday for ICC approval.

Simultaneously, the Agency filed tariffs providing for a Sept. 1 increase of 25 cents per 100 lb or minimum per shipment on less-than-carload shipments. On such traffic moving solely within the Agency's Eastern or Mountain Pacific regions, the increase and minimum is 35 cents. The differential is to cover higher costs in these areas.

William B. Johnson, president of the Agency, said that incentive rate tariffs, also to become effective in September, would be filed in "about a week" providing for quantity reductions on a number of commodities expected to move in greater volume under the incentive program.

He said railroad acceptance of the new express contract had been predicated upon the immediate filing of rate adjustments.

These adjustments, said Mr. Johnson, are expected to produce added revenues necessary to cover at least the continuing current portion of an annual increase of $16.3 million in costs, mostly labor. Some of it dates back to late 1957, much of it occurred in 1958, and more than $5.6 million in 1959 is in increased railroad retirement and unemployment insurance assessments.

He said the Agency will implement a $10.9-million capital expenditure program (expected to bring annual savings of about $3.9 million) after it begins to cover its current increased costs with greater revenues from rate adjustments.

Mr. Johnson told the ICC the Agency was ready to embark on an exhaustive study and revision of the express rate structure. He said it would be "based on the elements of cost, service and competition."

Mr. Johnson called the Sept. 1 rate adjustment "modest." He said the increases would have been higher except for drastic operating economies and other savings effected since last March.

He said that, including increased retirement and unemployment assessments subsequently faced by the Agency and the railroads, the railroad out-of-pocket losses on express for 1959 are now estimated at $18.5 million instead of the $38 million estimated in March.

Featherbedding Proof Offered

► **The Story at a Glance: AAR Vice President J. Handly Wright says the railroads are prepared to show detailed featherbedding studies to "any qualified public group appointed to help solve this problem."**

These studies, according to Mr. Wright, pinpoint areas where railroads can save at least $500 million a year if they get "a fair day's work for a fair day's pay."

Mr. Wright made the statement in an address answering some of the unions' criticisms of the railroads' current campaign to correct "make-work" abuses. Meanwhile, a 1960 Presidential hopeful—leftish Minnesota Senator Hubert H. Humphrey—has branded the campaign as "unfounded."

J. Handly Wright, the AAR's vice president—public relations, has sought to "pin down the facts on some misleading contentions being publicized by labor leaders" on the issue of featherbedding.

Addressing the Southern and Southwestern Railway Group in Savannah, Ga., Mr. Wright led off with a denial of one labor leader's charge that the $500-million-a-year price tag management has pinned to "make-work" was "gerrymandered out of thin air."

"Featherbedding waste calculations," declared Mr. Wright, "are based directly on detailed studies of actual operating practices at the ground level —in passenger terminals and freight yards and at industrial sidings and out on the right of way.

"These studies, which will be thrown open to examination by any qualified public group appointed to help solve this problem, indicate precise areas where a minimum of $500 million can be saved each year if all railroad employees did a fair day's work for a fair day's pay."

Mr. Wright deplored what he called "violent labor propaganda" on the issue.

"The most disturbing aspect of this barrage . . . lies in its apparent dual objective of destroying the worker's confidence in management and the public's confidence in how railroads are run," he said.

"For example, the effort to end featherbedding is capriciously twisted by labor in public pronouncements as a drive against rail workers themselves. This can only be viewed as a low blow, delivered with disdainful disregard of emphatic statements to the contrary. At the very outset railroad management spokesmen emphasized that the anti-featherbedding effort is directed not against railroadmen or people but against the time-worn practices and rules that threaten to destroy all jobs unless changed. To the extent such purposeful distortion wins acceptance, labor leaders must bear the blame for a callous and unprecedented blow to worker morale. . . .

"Another demoralizing aspect of labor propaganda concerns railroad safety. In this respect we are witnessing an equally deplorable campaign to panic the public into thinking that sensible rules revisions will endanger operations. The charge glibly brushes aside the decades-old, success-studded effort of railroads to rise to new heights of safety in everything they do, for both passengers and employees. As a result, overall injuries today are only one-sixth those of the early 1920's, and but one fatality is recorded now for each three in those earlier years. But facts are apparently deemed unnecessary to the labor leaders' straight appeal to basic emotions. . . .

"When not attacking managerial actions, the labor executives are drawing all kinds of red herrings across the path in an effort to divert attention from the need for work-rule changes. For instance, union chiefs talk incessantly of 'low' worker earnings in an industry where the workers are probably the best paid in the whole economy. They point out that 60 years ago there were approximately 850,000 railroad employees and that today a similar number is handling five times as much transportation. This is quite true but labor spokesmen conveniently neglect to add that the annual compensation of these employees has increased 10 times. Thus, true labor productivity, in terms of traffic units turned out per dollar of employee compensation, has been cut almost in half.

"Moreover, in this same period, the book investment in railroad facilities and equipment has multiplied from $9.8 billion to $36 billion. It is clear, therefore, that increases in traffic handled in relation to the number of workers has resulted primarily from the more productive plant created by billions of investors' dollars."

Mr. Wright said that "perhaps the fishiest red herring of all" is labor's charge of managament featherbedding. "Union propaganda," he said, "hammers on the acknowledged point that the number of employees at the management level has remained stable in the face of an almost 50% decline in overall employment. The facts are that demands for supervisory skills to operate today's railroads have paralleled the increasing complexity of plant and equipment and operating methods."

Mr. Wright concluded with the pledge that "backed by an aroused public opinion, and bound together in united determination, the railroad industry this year will come to firm grips with this featherbedding problem."

U. S. Senator Hubert H. Humphrey, meanwhile, entered a dissenting opinion. Addressing the 37th convention of the Brotherhood of Locomotive Firemen & Enginemen in St. Paul last week, the Minnesota Democrat said that "the railroad workers of this nation have been made the target for one of the most unfounded and expensive propaganda attacks that the 'perfume and soap' boys of Madison Avenue have ever launched against any

6 Autos, 1 Flat Car

In a recent test at Weehawken, N. J., the New York Central demonstrated that it could efficiently load six small imported automobiles on a single flat car —but the point may be academic. The ICC's Division 3 has condemned the road's reduced rates on movements of imported autos-on-flat cars (between the New York port area and 11 midwestern points) and ordered them cancelled. Highway carriers, who handled nearly all of the 11,000 imported cars entering New York last year, protested the rates. NYC is appealing to the entire Commission, still has high hopes for capturing some of the traffic.

part of the American labor movement."

He said he was "dumbfounded" that the railroads should propose a Presidential commission to look into featherbedding.

This move, he declared, "is completely at variance with all the protestations of the railroad industry against government interference and meddling in its affairs."

L&N, ACL to Merge Yards At Atlanta, Montgomery

Louisville & Nashville and Atlantic Coast Line are setting about to speed up freight shipments and eliminate transfer moves in two major terminals —Atlanta, Ga., and Montgomery, Ala.

The two roads announced last week that they have petitioned the ICC for permission to combine their freight facilities at those two points. They hope to save as much as 24 hours in the handling of freight between northern and western points and points in the southeast.

Improper Loading Caused Train Wreck That Injured 100

Shipper failure to load freight in accordance with AAR rules—and railroad acceptance of an improperly loaded car—combined, last February, to wreck a passenger train and injure 100 persons.

Those facts were brought out in Interstate Commerce Commission Accident Investigation No. 3833, covering derailment at Middle River, Md., on February 12, of Pennsylvania passenger train No. 120, northbound from Washington, D. C., to New York. Ten of the train's 11 cars were derailed and damaged; 84 passengers and 16 crew members injured.

The derailment was caused, the ICC found, by the fact that the passenger track had been forced out of alinement by from 8 to 24 in. for a distance of one rail length. The displacement occurred when the track was struck by a 310-lb steel channel which fell from a southbound freight train that passed the point of accident on an adjacent track just a few minutes before the passenger train. Cause of its fall, in turn, was found to be improper loading, "in that the lading extended above the top of the [gondola] car sides" and "proper protection was not provided" against cutting of the high-tension steel bands used to secure the load.

While the report thus places the primary blame on the shipper, for failure to comply with loading methods prescribed by the AAR, the railroads also were inferentially criticized for accepting the improperly loaded car.

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You Ought To Know...

General chairmen of the Brotherhood of Locomotive Engineers will meet in Cleveland Aug. 20 to decide whether to conduct a national rules movement this year. Indications are many general chairmen don't want a national movement, but would prefer to handle progression of rules demands on their own properties. The union's advisory board is scheduled to meet two days prior to the meeting of general chairmen.

Chicago & North Western last week reported first-half net income of $15,098—a report notable not for the size of the net but because it's the first time in 11 years that C&NW has gone into July with a profit. Last year the road had a first-half loss of $2,321,490. Barring a prolonged steel strike, overall 1959 results are expected to be "substantially better than the results for 1958," according to C&NW Chairman Ben W. Heineman and President Clyde J. Fitzpatrick.

Railroad taxes in Nebraska are going up. The state board of equalization turned down a proposed new formula which would reduce assessments, approved instead a $2,500,000 increase. Among the roads whose assessments were raised: IC, C&NW, MoPac and UP. Slight reductions were posted for Burlington and Rock Island.

A transatlantic air freight-line, Seaboard & Western Airlines, has placed a $25-million order with a Canadian manufacturer for five "swing-tail' cargo planes. Scheduled to go into service in 1961, the new planes permit loading of 32½ tons of cargo in 19 minutes and will carry this load in pieces up to 85 ft long, 11 ft wide and 6¾ ft high.

The third installation in its continuing program to lay welded rail has just been completed by the Spokane, Portland & Seattle. The latest project consists of 115-lb rail laid in 1,600-ft lengths for seven miles between Vancouver and Camas, Wash. Cost of the project was about $500,000, accounting for over one-third of this year's SP&S improvement budget of $1.4 million.

"Best-liked traffic man in the nation," according to friends who wished him well at a retirement luncheon last week, "Tom" Fitzpatrick has completed 50 years of service with the Pittsburgh & Lake Erie. Besides P&LE President J.W. Barriger, 700 railroad and community leaders gathered to honor Mr. Fitzpatrick on his retirement, scheduled for July 31. Among the speakers were Mr. Barriger, Pennsylvania Governor David Lawrence, the Very Rev. Michael Hyde, Coadjutor Bishop of Wilmington and Avery C. Adams, president of Jones & Laughlin Steel Co.

Monorail for Detroit has been ruled out by a study committee. Plans for a $255,700,000, 54-mile monorail system were rejected because, City Controller Henry P. Dowling said, the most optimistic estimates gave the system an income of $20,058,000 a year—and payments on principal and interest for the bond issue would amount to at least $18,908,889. Verdict: "Its financing is too shaky."

A Pan-American Railway Congress will be held in Brazil in 1960—according to unofficial advice from down that way (not yet confirmed "through channels"). Report is meetings will be held beginning Oct. 12, 1960, at Rio de Janeiro—followed by an equipment exhibit at Sao Paulo and a trip to the nation's new capital, Brasilia.

Railroad employment in mid-June (850,250) was 1.72% higher than in June 1958, according to the ICC's Bureau of Transport Economics and Statistics. Biggest increase (8.49%) was in maintenance of equipment and stores employees.

Too many government cooks can sometimes spoil the broth—for shippers and carriers alike. Example: A proposed highway-sea rate on freight in containers between western mainland points and Hawaii on a single bill of lading at a single charge has been turned down by the ICC and the Federal Maritime Board. Reason: The rate crosses bureaucratic jurisdictional lines, so neither agency can okay it.

Last of the litigation involving Chicago & North Western's three-way modernization of its commuter service was disposed of last week. A circuit court judge in Chicago upheld the Illinois Commerce Commission order giving C&NW the right to raise fares and employ flash-type tickets, close 22 stations, and discontinue 26 trains. The changes were made last Dec. 1.

Mineral resources research was begun last week by Great Northern and the University of North Dakota. Object: to develop a process by which lignite coal, of which North Dakota has some 350 billion tons, can be used to produce a marketable product from non-magnetic taconite iron ore. GN will pay for research at the university's Grand Forks campus under a two-year contract. The road began working with the University of Minnesota in 1956 on the development of taconite processes.

First shipment (11,300 tons) of a million-ton coal order for Argentina has cleared the port of Norfolk, Va. N&W hailed the event as the opening of "a major new market." The million-ton order will provide a two-year supply of coal for Argentina's first complete steel mill, at San Nicolas.

Wildcat strikes on two Midwest railroads will remain outlawed under court orders until Sept. 3. A federal judge last week extended restraining orders to keep the Brotherhood of Locomotive Engineers from striking Chicago & Eastern Illinois and Belt Railway of Chicago while the parties continue to mediate. The dispute involves suspension of workers as disciplinary action.

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Unfair to Smaller Communities?

In Burlington, Iowa, there is a Shippers' Association, which has F. L. Partridge as its executive secretary and director of traffic. He issues from time to time a mimeographed "Transportation News." In it he argues valiantly that common carrier rates for his community should be no less favorable than those available at larger centers (e.g., Chicago).

In a June issue of "Transportation News," Mr. Partridge took out after TOFC rates—some of which appear to be more favorable to centers which generate and terminate a lot of traffic than they are to smaller places, such as Burlington. Mr. Partridge evidently believes that a common carrier—railroad or truck—if it makes competitive rates where competition exists, should be required to offer equally favorable rates at places where competition is much less vigorous.

•

A little observation and reflection leads inevitably to the conclusion that the policy Mr. Partridge advocates is much more plausible than practical. In practice, such a policy, vigorously pursued, could serve only to drive the common carriers out of business. Mr. Partridge doesn't believe, even, that existing law sufficiently restricts the rate-making freedom of common carriers. He would make the law even tougher than it is now. The long-run practical effect of such a program would be—not the protection of shippers in the smaller communities—but the diversion of more and more tonnage from regulated to unregulated carriers.

More than 90% of waterway traffic and 67% of truck volume is unregulated. Hence, it is obviously impossible for the ICC—under existing law or even more restrictive measures—to prevent "discrimination" against light-traffic communities, merely by issuing rate orders to the railroads; and to 10% of the water carriers and 33% of the truckers. Such restrictions on the competitive freedom of the common carriers simply divert more and more business from them, and turn it over to the unregulated carriers, who can and do "discriminate" wherever they consider that it is to their advantage to do so.

Neither Mr. Partridge nor anybody else who seeks to tie the hands of common carriers in meeting competition can do anything to keep unregulated carriers from discriminating. Indeed, the more they hamstring the common carriers, the more discrimination they will get—not less.

Railroad rate-making is not an exact science. It may be, in some of the cases wherein shippers in smaller communities seek rate "parity" with larger places, that it would be advantageous to the railroads to make these concessions. To the extent that Mr. Partridge can marshal his parity arguments in terms of the self-interest of the common carriers, he is on sound and tenable ground. But the railroads are no longer in a position to base their rates, as many surgeons do their fees—charging customers what they can "afford" to pay.

The rich corporations, which could "afford" to pay the most, are also the ones with ample funds to invest in trucks or barges, if they do not find the level of railroad charges to their liking. Since there are no longer any shippers who will pay rates which yield fancy profits, the railroads no longer have the resources with which to practice philanthropy for the benefit of those shippers to whom profitless rates would be helpful, and morally justifiable.

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REGULATE ONLY WHERE IT'LL WORK: Traffic volume is often a material factor in handling costs. For example, it costs very little more for a switch engine to pick up 10 cars on a siding than it does to pick up only one. If the pressure of competition requires a railroad to pass along to shippers a part of the costs it saves from multi-car volume, then there is no discrimination—of the railroad's creation—against the small shipper. If the railroads fail thus to compete for the heavy-volume traffic, their unregulated competitors will get the business. There's no point in the small-volume shipper's penalizing the common carrier, when by doing so he doesn't help himself in the slightest.

Automatic Classification Yard in action. One of the Burlington's new box cars moves down the Cicero Yard hump and through the master retarder. Okonite cables guard all signal circuits against the dangers and expenses of "chain-reaction" jam-ups caused by equipment failure.

Burlington protects its investment in automation

with reliable, service-proved Okonite cables

Ever heavier investments in electronic equipment prove that the nation's railroads are turning to automation as the answer to increasing traffic demands and spiralling costs.

Look at the Burlington's new Cicero Yard. Automatic computing and control allow it to handle 3000 cars a day . . . twice the previous total . . . at savings of 3½ hours per car. Car and lading damage have been curtailed by 85%. Realizing that "automation is no better than the circuits that serve it", Burlington's Chief Signal Engineer, A. L. Essman, installed Okonite cables for all power, switch, retarder and interlocking circuits in the yard.

Like the Burlington, Class I railroads throughout the country have seen Okonite cables prove their reliability in service along their own lines. And, like the Burlington, too, they are insuring maximum reliability for their automated systems by specifying Okonite for the vital circuits that serve them.

There are four basic reasons why Okonite cables offer this service-proved reliability.

1. **Engineering experience,** built on co-operation with railroad engineers, assures cable constructions designed to give longer life in each specific application.
2. **Quality materials** purchased under Research-developed specifications are used in service-proved formulas and operations to assure a uniform, premium product.
3. **Manufacturing skill** in all known insulating methods, developed over 80 years, combines with the most modern equipment and controls to give the **right** cable for your circuit.
4. **Quality control and testing** programs that lead the industry add positive proof that you receive the **full value** of the Okonite cable designed for your operation.

For detailed information, technical data and dimensions on all types of Okonite railroad cables write for Bulletin RA-1078.

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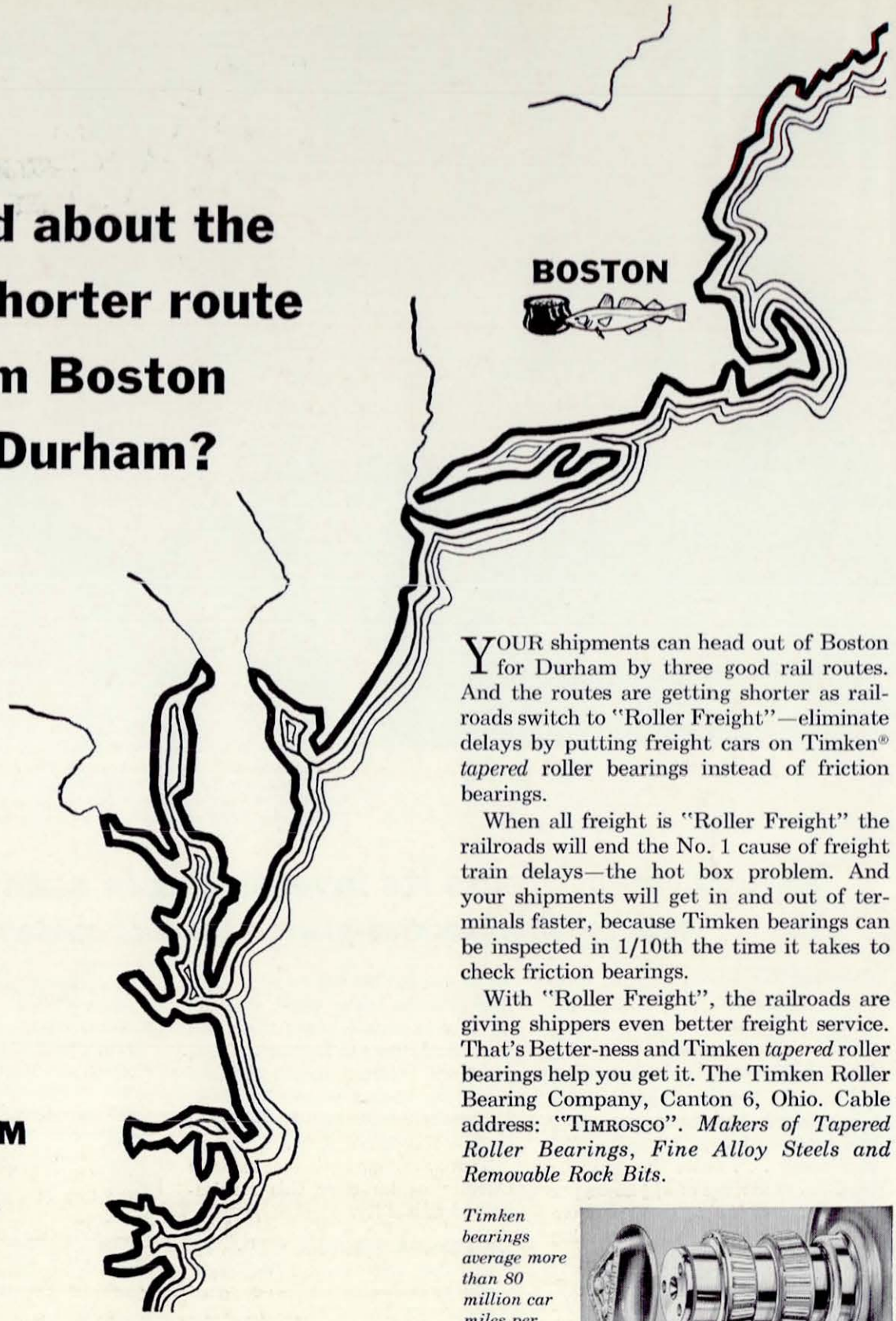
Heard about the new, shorter route from Boston to Durham?



YOUR shipments can head out of Boston for Durham by three good rail routes. And the routes are getting shorter as railroads switch to "Roller Freight"—eliminate delays by putting freight cars on Timken® *tapered* roller bearings instead of friction bearings.

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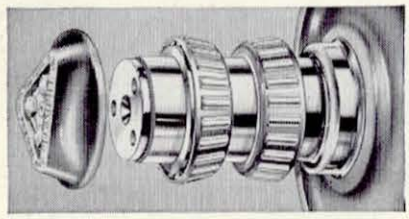
Timken bearings average more than 80 million car miles per overheated bearing.



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